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A Magazine of Finance, Commerce and Economics

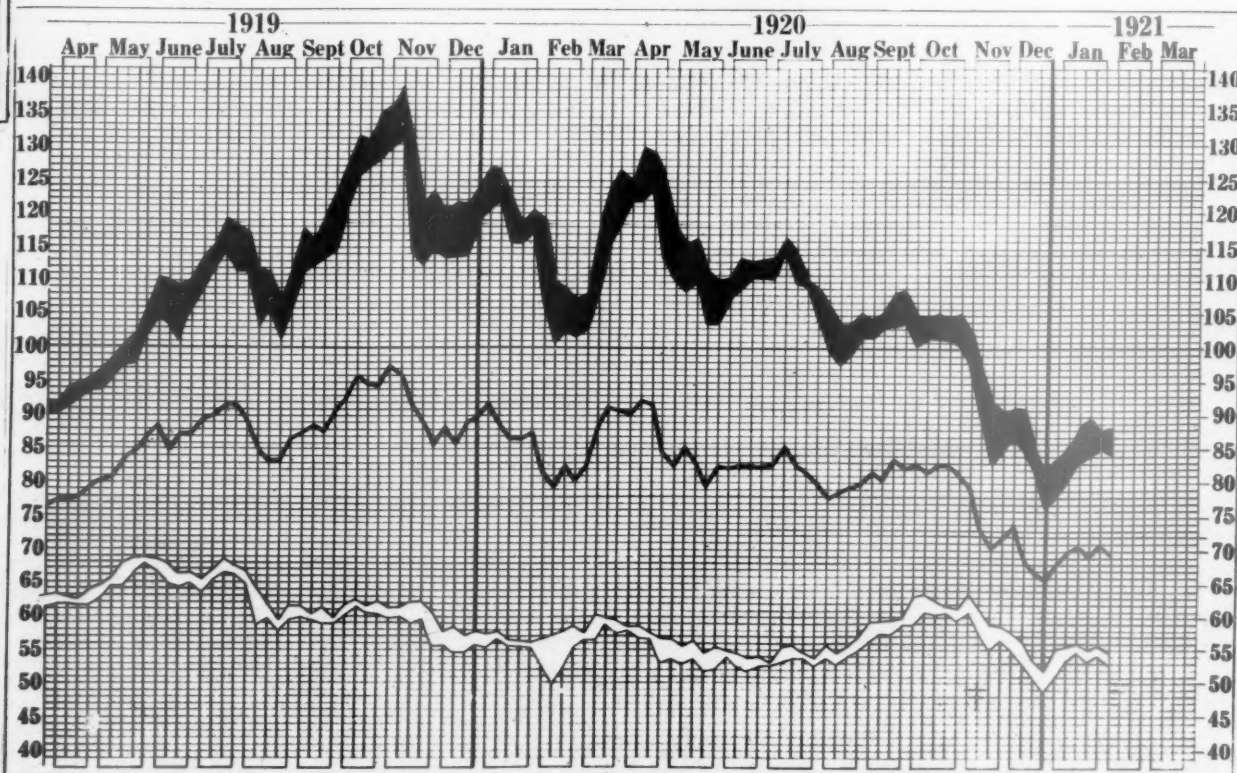
Vol. 17, No. 421

NEW YORK, MONDAY, FEBRUARY 7, 1921

Ten Cents

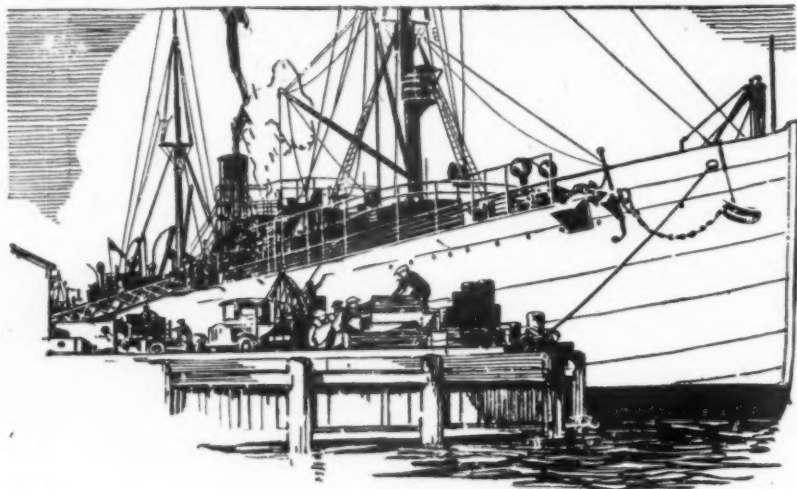
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NEW YORK, MONDAY, FEBRUARY 7, 1921

Ten Cents

Money Tightens in Face of Marked Loan Contraction

The Railroad Situation, Which Has Resulted in Deadlocking Between \$300,000,000 and \$400,000,000, One of the Chief Causes of the Stringency, This "Frozen Credit" Being Passed Along Until Several Billion Dollars Have Become Involved in the Process

FOR the past week the rate for call money—perhaps not the best index in the world, but at all events the most available—has been mounting to where it was in the period of acute stringency of last Fall, after its decline to 4 and 4½ per cent. In the "outside" market three weeks ago and, what is even more to the point than this advance in official rates, money has been plainly scarce.

Now, at this time of year, money should be plentiful. It ought, under ordinary conditions, to be flowing back to the East, after its sojourn in the West for the crop-moving season, and the flow to the East should be making conditions here easy while the diminished need for funds in the West should be having the same effect out there. But that is not the case, for money is tight here, and, if the actions of some of the Western Federal Reserve Banks in marking up their rediscount rates for certain forms of collateral this past week have any significance, money is neither abundant nor cheap in the interior.

It is a surprising situation, especially when it is considered that the bank statistics would seem to indicate plainly enough that liquidation is going on about as well as could have been hoped for with real progress showing in some quarters and evidences of loan contraction indicated almost everywhere. Here in the East, money probably is tighter even than the bank displays and the quoted rates indicate, and the situation, as it is developing, is not at all to the liking of bankers who have much to do with the money situation.

In pre-war years, that is to say, in the years prior to 1914, money always was cheap and plentiful in the early Spring. Ever before this, as a matter of fact, rates had a habit of coming down, usually starting their decline directly the new year was turned and continuing until the West began to make its demands for "crop money" in the late Summer. This performance was so regular and so unflinching that the whole banking system was built up around it.

OFFERINGS NOT TAKEN

In the last pre-war Spring, that of 1914, call money ruled from ½ to 2 per cent. throughout. It was not until the last week of July, when the war was breaking, that any tightness developed and then call money went to 10 per cent. But that advance had nothing whatever to do with the ordinary conduct of business. The 1914 Spring was thoroughly "normal." Also, it was the last really normal Spring we had.

This year there was every indication that we would have another normal Spring. That is to say, while conditions were still abnormal, there was reason to believe that the course of money rates would be according to the pre-war precedent and that "the market would come down in January." The maintenance of the 6 and 7 per cent. rate for call money on the Stock Exchange in the first two weeks of January was hard to defend. Certainly the rates were not justified by conditions in the banks and by the supply of money available here for collateral loans. There was not a day during that period when huge sums were not returned to the offering banks at the close of business as unlendable. Money was not wanted by stock market operators in anything like the volume in which it was being offered. The "unlendable surplus" became a thing to decry and there was

a good deal of harsh criticism of bankers who insisted upon maintaining the artificial rates.

Finally some one started lending money in the "outside" market at less than the rates quoted on the Stock Exchange. Some loans were made at as low as 4 per cent. Time money could be had for 6 per cent., and some for less, and the hybrid loans of "ten days' time" could be had at as low as 5 per cent. It appeared then, in the end of the second week of January, as if the money market had been broken, but something vastly different happened.

Whether the low rates which were reached here frightened the out-of-town banks into withdrawing their balances for what they hoped would be more profitable employment at home, or whether the out-of-town banks withdrew their balances because they were forced to do so to accommodate home customers, remains a mystery. Some of the ablest bankers here believe that it was forced by conditions in the interior and that rates obtainable here were purely incidental to the movement. Whatever the cause, the interior did withdraw heavily and New York had to carry the burden.

Now there is acute tightness and the explanation, to use a somewhat trite expression which was popularized a year ago, is "frozen credit." Credit is not frozen in the way it was last year. The process has been different but the affect is the same. The present situation may be attributed to three major causes.

THE RAILROAD SITUATION

One is the bill which the railroads have against the Government for payments under the Federal guarantee. This amounts to between \$350,000,000 and \$400,000,000, and the holding up of this sum probably has deadlocked the payments of debts far in excess of the amount. As every one knows, a great amount of indebtedness can be cleared with a relatively small amount of actual money with good Clearing House facilities. In this particular case, the railroads claim they are owed \$350,000,000 to \$400,000,000, and without any attempt to pass judgment on the legitimacy of their claims, it remains a fact that they are out of funds and not in position to pay promptly all the debts which are held against them.

The Government has not paid and the railroads, in their turn, are not paying what they owe. This one interruption multiplies the hardship on the whole community, and it is multiplied again when the companies and individuals to whom the railroads owe moneys are rendered incapable of making prompt payment to their creditors because of the slowness of pay by the railroads. And so it goes down the line, with the amount "frozen" steadily and rapidly mounting each time it is passed to a new class. If the Government pays the roads the roads can pass the proceeds along to their creditors, and their creditors can pass the money along to the next group and so on. The original debt of \$350,000,000 to \$400,000,000 blocks probably several billions of payments, and the freezing process becomes a real factor in the credit situation.

In the second place there is the West and the South. Neither the West nor the South liquidated last Fall. It did some liquidation, but it was little more than going around the edges. The great agricultural sections were caught in the price decline, and at first would not sell and later could not sell. It is one thing to say, now that the collapse of commodity prices has become real, that liquidation

should have taken place. But it is distinctly another to offer workable ways for liquidation now that collapsed prices is an actuality.

Commodities have fallen too rapidly to allow of a real liquidation now. Cotton, for instance, which was the greatest export crop we had last year in point of dollar value, has declined some 69 per cent. in value since the last week in July, 1920. The July price may have been too high, and was, as a matter of fact, an artificial value, but even so a 69 per cent. depreciation is a thing to be reckoned with, even when it is from absurd levels. And if the stocks of cotton now being carried were to be thrown on the market the depreciation probably would run closer to 90 per cent. or more than to the present 69 per cent.

In the same way wool has suffered. There are huge stocks of wool on hand now, and probably they could all be liquidated at a price. But that price would ruin the wool industry. Sheep have to be kept not only for current needs, but for those of next year and the year after, and the year after that. Herds cannot be dissipated, and if present market prices are too low to allow of realization on current herds and current stocks of wool, the stocks and the herds have to be carried until they can be sold.

These things are being carried. They are being carried by banks which, for the time being, cannot realize on their loans. They could, in a pinch, take over the collateral on which they have made advances, and doubtless some of them have done so already. But that does not alter the situation. The banks cannot sell the collateral and reimburse themselves, so they would be no better off in a broad general way than they were before.

And then there are the "limping corporations," as they have been called. This, perhaps, is a much more serious situation than generally is realized. The public, for obvious reasons, has not been informed as to the number or the condition of many large corporations which are having difficulty in meeting their bank loans.

Last Fall, when the time arrived for final payment of Federal income and profits taxes, a good many corporations—and more than a few individuals, too, for that matter—had to be helped out by the banks in order to meet their tax debts. How many of the loans made then have been paid off subsequently cannot be told, but bankers, speaking of their individual experiences, say that the total is not large.

NEW YORK CARRYING THE LOAD

One great corporation, owing many millions of dollars, has worked out a "plan" for the liquidation of its debts. This plan calls for the issuance of a lot of new securities to be used in paying off creditors whose claims are either partly secured or not secured at all. And in the plan it is pointed out that these securities may be used by the creditors as collateral against which they may borrow at the banks. Just how this is to help the banking situation is not clear. But it will help the corporation.

In considering the reasons for the present tightness of credit no allowance has been made for the several billions of credits tied up in one way or another in the foreign trade, but that is because this matter has been so thoroughly treated previously and is now so generally understood and appreciated, and also because a good part of this had

been financed before the present acute situation arose.

The present situation is one of the most peculiar in financial history. There is money scarcity and credit tightness in the face of what appears to be actual liquidation of no mean proportions. The bank displays show that loans have come down quite surprisingly. In the consolidated statement of the Federal Reserve system, for instance, there is reflected a very real contraction in the last two or three months. Loans by all the Federal Reserve Banks to their member banks have decreased \$370,000,000 since the first week in November, while bills bought by the Reserve Banks and carried as investments have declined \$135,000,000 in the same time. Here is a total contraction in the consolidated loan account of more than \$500,000,000, and this contraction at the central banks must reflect an even greater contraction in the loans which the member banks have been making to the public.

The record of the New York Federal Reserve Bank is similar, in a general way, to that of the whole system. But it is different in the important respect that whereas loans in all Reserve Banks have been declining steadily, those at the local institution have been increasing in the past two or three weeks. From early November to the end of the second week in January loans by the local Reserve Bank fell \$190,000,000, but in the past fortnight they have climbed again until more than half of this contraction has been lost.

New York, as was stated in the beginning of this article, is carrying the burden. One has merely to glance at the ratios of reserve of the several Reserve Banks to note this. Since the beginning of the year, the New York bank, with two exceptions, has shown by far the lowest ratio of cash reserves to note and deposits of any bank in the system. Also, its ratio has been far under that of the system as a whole. In the four weeks of January, for example, the comparison between the

New York bank's ratio and that of the whole system has been as follows:

Date.	New York.	System.
Jan. 7.....	39.0	46.4
Jan. 14.....	40.7	48.1
Jan. 21.....	38.1	48.5
Jan. 28.....	38.3	49.0

In the second week of the year the Reserve Banks at Minneapolis and Dallas had ratios slightly under that of the local Reserve Bank, but since then Minneapolis and Dallas both have gone up while New York has gone down, and at the end of January the New York Bank was 1.6 under Minneapolis and 3.1 under Dallas. Also, the local Bank had a ratio of reserves of 38.3 compared with 66.1 for Cleveland and 65.3 for Boston.

All in all, it is clearly evident that the country is experiencing a new era of frozen credit and that New York, in the emergency, is performing as usual by "carrying the load."

Solvency of the Railroads Depends on Reduced Labor Costs

Executives Before the U. S. Railroad Board Show That Shop Forces Have Increased 46½ Per Cent. and Wages 180 Per Cent. Since 1917—More Than 52 Cents of Every Dollar Earned Went Into the Payroll Last Year Against Less Than 39 Cents in 1901

THE solvency of American railroads depends primarily on a reduction in operating expenses, and not upon a further increase in freight and passenger rates, and a reduction in operating expense of sufficient magnitude to meet the demands of the present situation can be effected only through a reduction of railroad labor costs in proportion to the decline in the cost of living and the liquidation of labor in industry outside of the railroad field. This is the dictum of executives of the carriers who have appeared before the United States Railroad Labor Board in Chicago with a plea for the immediate abrogation of national agreements made between the United States Railroad Administration and railroad labor organizations in the period of Federal control, and for permission to reduce wages paid to unskilled labor to the equal of rates paid in territories served by the carriers. In opposition to this move railroad labor leaders have appealed to President Wilson for an investigation of the executives' request, have alleged that the railroads have squandered money by sending work which should have been done in their own shops out to other shops and have paid high prices for such work, and have asserted that the condition of the railroads was not as alarming as the executives said.

It would appear that the railroad employer has the better case to present. There has unquestionably been liquidation of far-reaching effect in the commodities markets, the produce markets have had a reaction from war and post-war price levels, and labor in industry outside of the railroad field is being rapidly liquidated, with rates of pay declining in proportion to the decline in the cost of living. Railroad wages alone remain at the highest levels they have ever reached, and at the present time they are draining the carriers of approximately 52.4 per cent. of their total revenues.

WAGES GREATLY INCREASED

In the year just past the wages of employees of all of the Class I railroads in the United States aggregated \$3,260,000,000, according to estimates based on the figures prepared for the Interstate Commerce Commission, although the sum may have been greater, as minor increases granted in January and February are not added in these estimates and the wage increases were granted last year when maintenance work on the majority of the carriers was at its peak. In comparison with the figures for the year ended June 30, 1916, it took 52.4 cents out of every dollar earned last year to meet the railroad payroll as against 40.6 per cent. four and a half years ago and 45.1 cents in 1914. In 1901 38.4 cents out of every dollar earned sufficed to meet the payroll.

Probably the most astonishing item displayed in the earnings statement of the transportation system of the country last year was the decline in net operating income to the total of \$150,000,000, the bulk of which was earned in the closing months of the year. In the first ten months of the year Class I railroads earned practically no more than enough to meet operating and other expenses, despite the fact that the revenues in January were padded by the receipt of \$50,000,000 in back mail pay and \$6,000,000 for war taxes in the first two months. The roads actually will receive in addi-

tion to the \$150,000,000 earned approximately \$100,000,000, which was the deficit to be made up by the United States Railroad Administration for operation of the properties in January and February, and a deficit of approximately \$650,000,000, which was incurred in the extended guarantee period from March 1, 1920, to Aug. 31, 1920, making the total about \$900,000,000. This was the equivalent of the standard return guaranteed to the roads for their lease by the Government.

W. W. Atterbury, Vice President of the Pennsylvania Railroad, who opened the fight of the carriers in Chicago last Monday for the elimination of national agreements and a reduction of wages now paid to unskilled railroad labor, stated among other things that many railroads were not now earning, and with present operating costs and traffic have no prospect of earning, even their bare operating expenses, leaving them without any net return and unable to meet their fixed charges. Representatives of some of the railroad labor organizations immediately addressed a letter to President Wilson asking that he inaugurate an immediate investigation of the statements made by Mr. Atterbury, and casting doubts on their authenticity. At the same time they charged that the private managers of the roads had wasted large sums by letting repair of equipment contracts to companies outside of the railroad field.

EVEN OPERATING COSTS NOT EARNED

Later in the week Mr. Atterbury issued a statement showing that a canvass of the railroad companies of the country, which requested figures where possible and estimates where statistics were not available, indicated that thirty-six carriers had failed to earn their operating expenses in the month of January, while twenty-eight others estimated that they would earn operating expenses, but would

not have enough as net from operation to meet fixed charges and taxes.

How general the condition has become is shown by the following list of companies which fall in the first group: The Atlanta, Birmingham & Atlantic, the Buffalo & Susquehanna, Central of Georgia, the Detroit, Toledo & Ironton, the Erie Railroad, Great Northern Railway, Gulf & Ship Island Railroad, Hocking Valley Railway, Long Island Railroad, the New York, New Haven & Hartford, the Minneapolis, St. Paul & Sault Ste. Marie, Maine Central, Northern Pacific and the Philadelphia & Reading Railway.

Among the roads which fall in the second group are the Arizona Eastern, Atlantic Coast Line, Baltimore & Ohio, Boston & Maine, Chicago, Indianapolis & Louisville, Chicago, Milwaukee & St. Paul, Chicago, Rock Island & Pacific, the Lehigh Valley, Minneapolis & St. Louis, Missouri Pacific, Norfolk Southern, Pennsylvania, Pere Marquette, Western Maryland and Wheeling & Lake Erie.

From the railroad executives' point of view this poor showing is particularly significant because the sixty-four roads mentioned have decreased their labor cost of operation by the laying off of approximately 200,000 men since September of last year. In addition stress is laid upon the fact that the roads referred to have a total main line mileage of more than 100,000, and constitute about 40 per cent. of the railroad mileage of the country.

There is no question but that the national agreements made in the period of Federal control and avowedly as war emergency measures have had a one-sided effect. Every important ruling since the passage of the Adamson act has brought about pay increases for railroad workers. And there has been no question either as to the fact that the agreements which abolished piecework in the rail-

Continued on Page 223



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Menace of German Competition Spreading Over Europe

Her Industrial Machine Fast Regaining Its Old Momentum, Thousands of German Salesmen Offering Neutral Countries Low Prices and Long Credits—German Goods Beginning to Flood England and Trade With the United States Also Rapidly Increasing in Volume

FOR the eleven months ended November, 1920, the United States imported from Germany merchandise valued at \$84,000,000, compared with \$10,608,141 for the entire year of 1919. Germany imported from the United States in the eleven months ended November, 1920, merchandise valued at \$253,000,000, compared with \$92,761,314 for the entire year of 1919.

These facts would seem to warrant the statement recently made by a British Government official:

"Germany is still a perfect industrial machine, running at low speed, it is true, but undamaged as yet in its vital parts, and would respond readily to any stimulus."

"The above remark sums up in a nutshell the present position of the Teutons," says P. Harvey Middleton, Assistant Manager, international trade department, Guaranty Trust Company of New York, in a general survey of the German economic situation.

"Thousands of German salesmen are reported to be at work not only in the former neutral countries, but in all the European and Asiatic countries with which they were at war, offering low prices and long credits, and promising quicker deliveries than they competitors. Buyers from many of the larger nations are now in Germany placing substantial orders for motor trucks, dyestuffs, toys, iron and steel products, pianos, glassware, knit goods, sewing machines, electrical goods and hundreds of other items.

"The recent holidays have given a striking demonstration of the effectiveness of German plans to extend foreign trade. Some months prior to the end of the year warehouses in all the large cities in England were filled with German toys of all kinds. Representatives of German firms, including many Norwegians, Swiss, Danes and Swedes, canvassed the trade thoroughly, offering their wares at an average increase in price over pre-war days of about 100 per cent., and promising quick deliveries. With the exception of dolls, which were priced at about 50 per cent. cheaper than the English make, the general run of these German toys were priced at about the same price as the British toys of similar character. One German firm sold thirty different kinds of dolls in England, three of them at prices considerably below the English dolls. It is estimated that the sales of German toys in England in 1920 amounted to over \$9,000,000, compared with \$1,850,000 in 1919.

"Other German articles which are arriving in England in large volume are clocks, chiefly of the metal alarm and china varieties, and fancy goods consisting principally of metal and glass ornaments. German nets, silk embroidered, are being offered for sale in Nottingham at a lower price than cost of manufacture in that centre of the British lace industry. Godfrey Cheesman, the Secretary of the National Union of Manufacturers, states that he has in his possession scores of business letters received by British firms from German manufacturers. The correspondence and catalogues are attractively written in English, and most of the articles offered for sale are at about half the cost at which they can be obtained in Great Britain.

FLOODING GREAT BRITAIN

"One firm in Berlin offers Bosch magnetos at £5 each in cases of five. These magnetos cannot be purchased in England at less than £12 each. These instances could be multiplied tenfold. Among the articles mentioned in the catalogues are German tools offered at 4 shillings each, which cost 15 shillings each in London. One German house offers vacuum flasks which are without any marks whatever. A London company has received an offer from Charlottenburg of three or four ton lorries at £600 each. A consignment has been bought by a British dealer to resell. Most of the English makes are double this figure.

"Recent cargoes from Hamburg contained aluminium casseroles, dishes, saucepans, frying pans, kettles, glassware, paper, cotton gloves, sewing machines, thermometers, machinery, weighing appliances, furniture, toys, silk hosiery, motor cars, chlorides, asphalt, moldings, brassware and meat-carving machines. Some of these goods are evidently from German pre-war stocks that could not be disposed of during hostilities.

"Representatives of German dye manufacturers

are carrying a wonderful range of colors in a wide variety and high quality. A British dyemaker states that the Germans are offering a certain dye which is much required in the Bradford trade at 7 pence to 1 shilling a pound, which he is unable to produce for less than 4 shillings a pound in a quality inferior to that of the German. Representatives of German textile houses are in England offering cloth dyed in 500 different shades. British makers state that it is impossible for them to produce cloth at the prices asked by the Germans, even after the big fall in the price of raw wools.

"The slowing down of some of Britain's new industries, such as dyes and chemicals, photographic materials and scientific instruments, and in some cases the actual closing of factories as the result of German competition, have brought forth vigorous protests to the Government and appeals for protection. The National Union of Manufacturers has been deluged with communications from its members giving specific examples of German price cutting. One manufacturer complained that children's rackets were being sold at 72 shillings a gross, while the British article could not be sold under 156 shillings a gross; a three-quart kettle of British manufacture is being sold for 3 shillings and 9 pence, while the German article is being sold for 6 pence; a fine grade of German nail scissors is being sold at 9 shillings a dozen, while Sheffield was selling them at 20 shillings; German pianos were being sold at £70, while British instruments could not be purchased for twice that money; German milling machines were being offered at £75 as against an English factory cost of £180. German first-class spectacle lenses are offered at 9 shillings per dozen pairs, a price 1 shilling lower than the cost price of English third-quality lenses; German hooks and eyes are being sold at 4½ pence per pound, while the wire alone costs British firms 6½ pence."

NEUTRAL COUNTRIES PROTEST

There is also active agitation against German "dumping" in all the former neutral countries, says Mr. Middleton. The Stockholm Iron Institute has demanded that duties be raised as much as 500 per cent., pointing out that the German daily wage is about 4 crowns, Swedish currency, as against a daily wage of nearly 16 crowns in Sweden. Of the situation in Holland Mr. Middleton writes:

"Germany is flooding Holland with her industrial machinery, agricultural implements, wrought iron, cutlery, hardware, fancy goods, cotton piece goods, woolen manufactures and certain kinds of foodstuffs. In recent months German exports to Holland have increased to such an extent that the railways and Parcel Post Offices have had great difficulty in keeping up with the work involved. German manufacturers are invading the colonies of the Netherlands to such an extent that some branches of the overseas business in Holland are becoming alarmed. This is shown by the resolutions passed by the Netherlands Association of Manufacturers, reading in part as follows:

"We observe with great disquietude the business done by Germans in our colonies, and it is especially the metal branches which are offering their goods at very low prices. The danger is so great that our own manufacturers are driven from the field, and our business will suffer irreparable injury unless quick measures of relief are taken. We apprehend a permanent shrinking of our export industries, which will react unfavorably on our domestic situation. This resolution is addressed to the Minister of the Colonies.

"Large and varied consignments have reached South America—particularly Argentina and Brazil—from Germany, recent deliveries including machinery, cutlery, enameled ware, electrical supplies, weighing appliances, musical instruments, fancy goods, stationery, toys, clocks and watches, paints and chemicals. In general, the quality is reported to be as good as before the war. The League of German-Brazilian Firms, with offices at Rio de Janeiro, has recently resumed activities after suspension during the war. Many of the consignments have been in goods of the semi-manufactured variety and in small sundries such as office supplies. Similar reports of German trade activity come from Mexico and Central America.

"A small but steady stream of German goods is arriving at Far Eastern ports. The recent arrival in Yokohama of 1,000 casks of German indigo

created consternation in the new dye industry in Japan. Prior to the war Japan was supplied almost entirely by Germany. With the cessation of German imports many dye plants were established, sulphur blue being manufactured as a substitute for German indigo. This was made in such quantity that there was a surplus for export to China, but it is stated that the Japanese dyes were inferior in quality. Japan has recently passed a law to prevent 'dumping.'

SYSTEM OF PRICE CONTROL

"A growing volume of imports from Germany is reported from Chinese ports. The consignments are mostly from Hamburg, carried in Japanese vessels, and consist largely of dyes, paper products, buttons, needles, clocks, iron and steel and bottled beer. Germans are undoubtedly well received by Chinese business men, partly on account of the long credits which they are willing to grant. German goods are also entering Egypt in considerable volume, while Egypt is exporting to Germany large quantities of raw cotton."

German salesmen are to be found in the most remote parts of Russia renewing connections and making expert investigations, Mr. Middleton declares, and as it will be a long time before Russia will be restored to normal conditions, Germany is in a position, in the meantime, to supply many lines which are urgently needed.

Mr. Middleton says of the German system of price control:

"Former German Finance Minister Gothein, who has advocated the allowing of German prices to rise to world-market levels, as with completely free export and import they would speedily do, shows in the Berlin Tageblatt that the main causes of low German production cost are the artificially limited domestic and factory rents, State subsidized food, and very low railway fares and freight rates. Many vital items of production cost are far lower in gold than before the war, this although gold prices in all free markets have risen greatly. Herr Dahlberg, an official of the Import and Export Licensing Bureau, estimates that German production cost is about a third of English. As Germany loses by dumping, although her individual exporters, who charge foreigners more than they charge natives, gain, Herr Dahlberg thinks that prices to foreign buyers should in the future be calculated in gold (the actual payment might be made in any currency at its gold exchange), and he suggests as a general basis the pre-war gold price, plus 150 per cent., also in gold. This would make Germany's gold export prices two and a half times as high as in 1914, which would roughly bring them to world-market levels.

"The German State system of checking unprofitable dumping has so far been unsuccessful. The 'Aussenhandelsstellen' (Foreign Trade Boards) have in principle refused to sanction exporting at prices materially below those of world markets. The prices of each export deal are considered in the light of the exchange of the day. But the Trade Boards, overridden by the Reichswirtschafts-Ministry and retarded by a needlessly involved procedure, work slowly; on the other hand, the ex-

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changes (not to mention the production cost in marks and the production cost in foreign markets) fluctuate very rapidly. And so the price-testing mechanism fails.

"Many economists and business interests contend that it would be a serious blunder to deprive Germany of any advantage that she may be able to

acquire legitimately in the markets of the world. They hold that it is obvious that rehabilitation of Germany's foreign trade is vitally important to a country poor in natural resources and faced with the necessity of paying an enormous war debt and indemnity. These authorities point out that, in order to develop her industries, Germany must have

copper and cotton from the United States, rubber from Brazil, hides and skins from Asia and South America, nitrates from Chile, zinc from various British colonies and numerous minor staples. Economists insist that in order to pay for these imports of raw materials Germany must export her manufactured goods."

Sees Sound Business Structure Rising Out of War's Chaos

James S. Alexander, of the National Bank of Commerce, Tells Wall Street Men Great Forces Are at Work to Restore Commercial Stability During the Coming Year on a More Substantial Foundation and for a Better Balanced Prosperity

James S. Alexander, President of the National Bank of Commerce of New York City, in a general forecast of the coming year, at a dinner at the Hotel Astor on Feb. 4, told the members of the Association of Stock Exchange Firms that a number of great business forces are at work building a sound business structure for 1921. Supply and prices, he said, were being co-ordinated to demand, and with great corrections progressing in an orderly way the coming year must be judged, not so much by the volume of business, but by the sounder conditions that will prevail. Discussing the attitude of business, he said in part:

NORMAL activity must come from within business rather than from without. Business cannot idly wait for the public to resume active buying. It must stimulate buying by establishing a wide prevalence of substantially reducing prices for goods which must be based on increased efficiency in production and distribution and the acceptance of reasonable margins of profits.

"In this connection the growing tendency of labor to become more efficient and its willingness to accept some liquidation of inflated wages is a most encouraging circumstance. From more than one point of view the readjustment now going on in respect to labor supply and demand is beneficial to the individual worker. The excess of jobs over workers, inflated wages and lax supervision from employers which characterized the boom period were all influences upon labor contrary to its best interests.

"But employers must play fair, and not attempt to unduly lower wages or to enforce greater curtailment than circumstances warrant. They must recognize that, in any country worth living in, the standard of living tends ever upward. Wage earners in the United States are entitled to the opportunity to receive more than merely the means for a bare and joyless existence in return for real work well done. Any other attitude on the part of employers would be a menace not only to the orderly readjustment of existing conditions, but also to sound business progress in the long run.

"I believe we are justified in confidence that these elements of progressive readjustments which are working toward better times are now greatly in the majority. The true need of business is, not stimulation of the forced-draught order, but rather a conservative response to better conditions as they develop. Such a conservative yet confidently progressive course is the only basis for business success this year as distinguished from the feverish way in which business was conducted during the war and post-war period.

AMERICA REQUIRES NO BOOM

"With the subsidence of war conditions it is again possible to see things more clearly. What is most needed today is an earnest endeavor to re-visualize fundamental values, to see intrinsic facts as they really are, and to conduct business in accordance with that clearing vision. We must distinguish between substance and illusion, between permanent and temporary factors. We must realize that what was regarded as good business practice yesterday, at a time when it seemed as if the public was willing to pay almost any price for almost anything, is not to be regarded as sound business practice under conditions when common sense and discrimination again prevail.

"America is fortunate in that it does not require a boom to be prosperous. The substantial factors of our national wealth will eventually bring about adequate revival of our industry and commerce without recourse to artificial palliatives for a situation which at present undoubtedly has many unsatisfactory aspects.

"Nor does our foreign trade demand artificial stimulation. A recession there should not cause alarm if it represents a readjustment of our inter-

national trade toward more normal relationships. We might well view with anxiety any movement toward financing foreign commerce on terms tending to perpetuate or aggravate conditions of over-expansion or non-liquidity in our business structure. Foreign trade should be adequately financed where there is a real economic need for it, but there should be no effort to extend America's creditor position beyond the point of reasonable confidence that the credits can ultimately be liquidated.

"Many misconceptions have arisen in respect to both our domestic and foreign trade, but they are the inevitable consequence of a period of business disturbance such as we have passed through during the last few years. The real test of our business sanity is the way in which we put aside these misconceptions and readjust ourselves to things we know to be true.

THE SECURITIES MARKET

"No section of the business fabric has been more subject to disturbance and miscalculation during the war and post-war era than the securities markets, and none has shown a greater capacity for readjustment. It may be remarked in passing that during this period human nature has again furnished a remarkable refutation of the popular notion that it is the Exchanges which beget speculation. The events of the last few years have shown that the normal inclination of human nature to take extra chances for extra profits will manifest itself in any phase of business where the conditions are favorable for speculation.

"It may be fairly said that, so far as the securities markets are concerned, speculation there has been more orderly, more in accordance with predetermined rules, and more on a basis of voluntary participation than in most other directions. In general business lines the merchandising instinct seemed to be swept away as merchants were carried off their feet by the orgy of excited and unstable demand incident to the era of extravagance. Many merchants were not satisfied to remain merchants; they became speculators, but many merchants who desired to remain merchants became speculators against their wills.

"Although fair play continued to rule in the securities markets, nevertheless, the prices of securities undeniably moved at times proportionately as far out of line with their intrinsic values as did prices in other fields of business. I believe you all will agree that securities prices soared altogether too high in 1919, while the subsequent collapse probably carried prices too low, seriously undermining public confidence. The extremes of these movements were in some degree due to special causes not directly connected with the factors of real value which securities prices ostensibly reflect.

"I will mention only one of these causes, viz., the influence of our Federal tax laws upon securities values, evidenced in the era of rising prices by a reluctance to sell because of the large percentage of profits which the Government exacted as taxes, and in the era of falling prices by excessive selling to record losses in reduction of taxes. Business should be able to do business without restraint on the merits of factors properly belonging to it. In normal times securities prices are subject to various collateral influences in addition to direct considerations, but in the abnormal times through which we have been passing the intrinsic factors seemed to be the least important and their influence was too often overshadowed by other considerations.

"The basic economic justification for the existence of our Stock Exchanges is that they shall constitute a free, open and true market of ownership in American corporate enterprise. That is their fundamental function, facilitating the financing of industry and making possible broad public participation in the fruits of American enterprise and progress. Industry properly belongs to the public,

and a chief function of a securities market is to promote the wide distribution of corporate ownership. In doing that the Stock Exchanges perform constructive public services.

FINDING A NEW BASIS

"Conditions of the war and post-war period served to place possibly too much emphasis on the speculative aspect of Stock Exchange activities. An encouraging feature of these early days of 1921 is that we can see in many directions tendencies restoring this and others of our great business instrumentalities to a basis of public service in accordance with their real economic functions. This is a significant phase in the beginning of a return to real values, a return to conditions where our feet once more are on a solid ground of facts and sound inter-relationships. Intrinsic values and properly related industrial conditions are again to constitute the predominant factors behind securities prices.

"True public interest and fair recompense for real economic services performed may again be expected also to control prices in other business fields. Price changes of commodities and goods will be more moderate in the future, and will impel the conduct of business on a basis of reasonable judgment. Sound judgment and the ability to figure out and rely upon a reasonable expectation of profit will prevail, and it is this which gives us firm ground for confidence in the prosperity of American industry and business in the long run.

"It is beyond dispute that business, looked at in its fundamental aspects, is finding a new basis of operations that will constitute a more substantial and permanent foundation for a better balanced national prosperity than has existed at any time since the outbreak of the war in Europe. It will ultimately be planted firmly on the bedrock of normal conditions and established demands. Many of the seeming advantages of the war and post-war era proved illusory, and much of the development was out of proportion, reflecting the abnormal times through which we were passing.

"We may expect, therefore, during this year a further readjustment of such phases of industry and business as became expanded to meet special conditions that are passing away. On the other hand, we may expect a resumption of normal expansion in other lines which were retarded during the war period."

Britain Retiring Her War Loan

FIGURES issued by the British Chancellor of the Exchequer indicate that Great Britain since the armistice has retired over £50,000,000 of her 5 per cent. war loan maturing in 1929-47 at a saving of approximately £5,000,000. The cancellation was by Government purchases of the loan securities at various intervals during which they were quoted below the issue price in the market.

Detailed returns received by the Bankers Trust Company of New York from its English information service indicate that the amount of the loan retired in 1920 up to October was greater than for the entire year 1919. The following figures show the amounts canceled and saved:

	Repurchases 5% War Loan.	Amount Canceled.	Amount Saved.
1919	£22,547,817	£24,045,000	£1,497,183
1920 (9 mos.)...	23,158,250	26,626,000	3,467,751
Total	£45,706,076	£50,671,000	£4,964,924

Purchases were made from an assigned depreciation fund administered by the National Debt Commissioners. The largest repurchase of the loan was in March, 1920, when the amount thus applied was £5,015,740, and the amount canceled was £5,700,000. The ultimate saving to the Government in this month equaled about 13 per cent. of the amount devoted to repurchase. The total amount of the 5 per cent. loan was £1,976,795,000.

Vexing Problem of Price Maintenance Still Unsettled

"Suggestion," Follow-up Systems and Refusal-to-Sell Threats Among the Methods Employed by the Larger Manufacturers to Control Retail Sales and Indirectly Legalized by the United States Supreme Court Decisions in the Colgate and Beech-Nut Cases

By C. T. MURCHISON,
Assistant Professor of Economics,
New York University

DOES the manufacturer have the right legally to compel the retailer to observe a fixed price in the sale of branded goods to the consumer? As far back as twenty years ago an answer to this question was being sought in the Federal courts. Many times since the search has been renewed. Yet the answer is still regarded as incomplete, while the question itself seems to grow in importance and in interest with the passing years.

Consequently business men in general express much variety of opinion as to the lengths to which their powers of price control may properly go. Their confusion on the subject in some respects is probably as great as it was when the Victor Talking Machine Company began its struggle for resale price control with The Fair, a Chicago department store, in 1902. That such is the situation is very unfortunate, for the question of price maintenance is one of extreme seriousness to all manufacturers and distributors of specialty goods. Uncertainty relative to any such important question cannot fail to be productive of unhealthy economic developments.

To be sure, the various Supreme Court decisions upon the subject have served very definitely to invalidate certain particular methods of achieving price maintenance. But price maintenance itself is still with us. Only nowadays it must show itself in a very expensive mask, and one which requires minute care for its proper upkeep. Which fact means, in short, that its services are available only for the elite of the manufacturing world.

If a manufacturer for any reason possesses a strong consumer demand for his goods, has an organization capable of following the goods after they leave his hands, and checking up the selling methods of the dealers, he can effectually and with apparent legality secure resale price control. It is done by the very simple device of "suggesting" to dealers what the resale price should be, together with the threat that if the "suggestion" is not accepted no more goods will be forthcoming. Obviously the majority of specialty manufacturers cannot afford the elaborate and costly "follow-up" system which is necessary to make the "refusal-to-sell" threat effective.

COLGATE COMPANY'S STAND

For this reason, an internationally known manufacturer of branded goods stated the other day that the present status of resale price maintenance in the United States is "unfair, undemocratic and uneconomic," thus epitomizing what seems to be the majority opinion on the subject. Continuing, he declared that his own company had so successfully achieved price maintenance by the refusal-to-sell method in conjunction with a follow-up system which omitted not a single retailer that only one dealer had been guilty of price cutting during the past year. "This is proof enough," said he, "that the matter of price control is no longer a problem with us. So far as the economic interests of our own company are concerned, we have no quarrel with the present status of price maintenance. It is from the standpoint of the general interest that we condemn it, for there are relatively few manufacturers who are in a position to adopt methods such as ours."

As another instance in point, specific reference may be made to the policy of the Colgate Company, as it has already been given considerable publicity by the Federal Trade Commission. In reply to charges recently issued by the commission, the Colgate Company readily admitted that it has made a practice of "indicating on price lists, circulated among its customers, suggested resale prices." Admission was also made that the company had refused to sell goods to certain dealers who were guilty of deviating from the "suggested" price.

In order further to emphasize the mere suggestiveness of its policy, and to avoid the appearance of formal and arbitrary price control over goods in dealer possession, the Colgate Company to the Federal Trade Commission "denies that it has fixed or pursued or carried into effect a policy of fixing resale prices." It goes further, and denies that the company has either sought or ac-

cepted assurances from its distributors that they will maintain the suggested price.

This company is by no means unique in using a price policy of the nature it thus describes. There is another well and favorably known manufacturer who, in conjunction with the refusal-to-sell threat, uses a license notice addressed to dealers in which it is stipulated that the manufacturer in selling goods to the dealer does not transfer title to the good-will embodied in the maker's name and trade-mark. Wherefore the dealer is cautioned that he is free to cut prices upon only those units from which the maker's name and trade-mark have been removed. The dealer is told that unidentified units will be supplied him if he so desires.

LEGAL POINT OF VIEW

The major part of the legal justification for the indirect forms of price maintenance now in vogue appears to be based upon the United States Supreme Court decision handed down more than a year ago in the Colgate case, and upon a more recent decision of the United States Circuit Court of Appeals in the Beech-Nut case. An interpretation of those decisions advanced by a prominent attorney who was counsel for the manufacturers in both cases reads partly as follows:

"The decision of the Circuit Court of Appeals in the Beech-Nut case is a complete vindication of the Beech-Nut merchandising policy, to wit, the refusal to sell to dealers who either do not charge the fair resale prices suggested by the company or resell to other dealers who do not charge such prices. * * * The decision is predicated upon the decision of the United States Supreme Court in the Colgate case, wherein was established the fundamental principle that a manufacturer or trader, engaged in an entirely private business, has the undoubted right to exercise his own independent discretion as to the parties with whom he will deal and to announce in advance the circumstances under which he will refuse to sell."

This interpretation, which, in substance, appears to be widely accepted, and which probably accounts for the majority of the price maintenance forms now in use, encounters little opposition so far as it goes. However, as has been pointed out by another prominent attorney, who is one of the foremost authorities on business competition and the law, the above-mentioned decisions, while upholding the right of refusal to sell, are at the same time in agreement with previous rulings to the effect that any contract, either express or implied, entered upon for the purpose of maintaining resale prices is illegal. This fact may possibly

have much significance in the price maintenance litigation of the future, for in the judgment of the last-mentioned authority, insistence upon a "suggested" price, if followed by compliance on the part of dealers, especially those with whom the manufacturer had previous misunderstanding relative to price policies, may easily bring about a condition of mutual agreement which is likely to be construed by the courts as an implied contract.

From the legal point of view, therefore, one point of weakness which now appears to lie in the present Colgate plan is the seeming great difficulty of following it over a long period of time without tumbling into the pitfall of implied contracts. Should this pitfall, however, be successfully evaded, it seems likely that the Colgate plan and those similar to it will become the most promising and popular of the pathways leading in the general direction of price maintenance. At any rate, by a long process of judicial elimination, the other known and practicable pathways seem to have been pretty effectually barred. But then the work of blazing new trails may not be over.

THE AGENCY CLAUSE

In case the Colgate and Beech-Nut decisions do eventually operate to establish the validity of the refusal-to-sell plan used in conjunction with a suggested price or a license notice (which is by no means certain, as above pointed out), the Supreme Court will, in effect, have indirectly legalized a practice which in the past it has often appeared to condemn. Should this happen, the obvious inference from the layman's point of view will be that all along the court has been more concerned with forms than with realities.

In this connection certain statements of the Supreme Court in one or two important cases are of interest. Let us take first the case of Dr. Miles Medical Company vs. Hartman, which was decided in April, 1911. The Dr. Miles Company, manufacturers of branded goods, entered into contracts with dealers whereby it was stipulated that the dealers should be mere consignees and therefore incapable of holding title in the goods which they sold. The dealer-consignees were thereupon required to sell at a fixed price and to receive their compensation in the form of commissions. In support of this system of price control, the Dr. Miles Company contended before the court that its contracts were contracts of agency and not contracts of sale, that the dealers were merely distributing agents, and as such properly subject to any price restric-

Continued on Page 223

THE UNITED STATES SHIPPING BOARD EMERGENCY FLEET CORPORATION WASHINGTON, D. C.

Offers For Sale Essington Dormitory Buildings, Essington, Pa.

Sealed bids on the above buildings will be received in the office of the Chairman, United States Shipping Board, Washington, D. C., on or before 10:30 A. M. February 24, 1921. Bids will be opened 10:30 A. M. same day in the offices of the Board.

These buildings are of substantial frame construction on concrete foundations. The entire floor space amounts to approximately 80,000 square feet. The buildings are adapted to light manufacturing purposes. There is a power house built of terra cotta tile and concrete, with metal window frames, containing two 150 H. P. fire tube boilers. The buildings are equipped with electric light, steam heat, sprinkler system, gas and sewers.

The land on which these buildings are erected is triangular in shape and fronts 664 feet on Second Street, 1,048 feet along right of way of the Pennsylvania Railroad; total area, 3.35 acres.

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The Board reserves the right to reject any and all bids.

Sealed bids should be addressed to the Secretary of the United States Shipping Board, 1319 F Street, N. W., Washington, D. C., and endorsed "Sealed Bids for Essington Dormitory Buildings."

Canadian Trade Reaches Highest Point in Its History

An Adverse Balance of \$34,000,000 Is Being Rapidly Wiped Out by Increasing Exports—Enormous Increase in Imports From the United States, the Figures Reaching \$183,000,000 While Imports From the United Kingdom Show America Still Holding the Lead

Special Correspondence of The Annalist.

OTTAWA, Feb. 2, 1921.

THE year 1920 was a very satisfactory trade period for Canada, the total reaching \$2,639,726,135, the highest mark in the history of the Dominion, and passing the 1919 figures by \$400,000,000. It is true that the total exports being \$1,302,805,114 and the imports \$1,336,921,000, there was an adverse balance of \$34,000,000, but this is being rapidly wiped out by large exports.

The surprising feature is that, considering the loss in trade with the United Kingdom and European countries generally through the rate of exchange, the loss, also, of munitions exports, which went as high as \$263,000,000 in 1918, together with the reduction of Government credits to comparatively small figures and the fall in prices, the export figures anything like equaled those for 1919. As it is, they exceed those of 1919 by \$8,000,000.

Fearing a decided slump in several departments of industrial activity following the shutting off of war orders, the Dominion Government for a time decided to continue its policy of granting credits. In the 1920 trade returns the increased exports to Belgium, Greece and Rumania are chiefly explained on this basis.

Exports by the pulp and paper industry were valued at \$162,000,000, or \$67,000,000 in excess of those for 1919, and when it is recalled that in 1914 these exports were valued at only \$11,000,000, the advance made by this department of industry is particularly notable. There was a gain of \$156,000,000 in exports of wheat and of \$55,000,000 in exports of oats. Cheese exports were valued at \$35,000,000 more than in 1919, and manufactured lumber showed a gain of \$30,000,000.

There were, however, some serious losses, bacon and ham dropping down to the extent of \$44,000,000 and wheat flour \$52,000,000.

The increase in imports was confined pretty much to the first eight months of the year, when

business was very brisk and prices high. In December imports totaled only \$85,882,000, or \$9,000,000 below those for December, 1919. This was also a decline of about \$50,000,000 from the high point for imports in June. The explanation is to be found in reduced purchasing, to the disinclination to buy at prevailing prices, and to a lower scale of prices.

Imports from the United States increased to the extent of \$183,000,000, a phenomenal figure when the high figures for 1919 are taken into account. This is an evidence that the demand for certain American products was strong; but it is no doubt true that much of the increase was directly due to the removal of the 7½ per cent. customs war tax on imports from the United States. Imports from the United Kingdom showed an advance of \$144,000,000, reaching \$231,479,000. The latter country did not throughout the year maintain her exports to anything like the extent that the United States did, \$126,000,000 of the total increase having been added during the first eight months. As an indication of how imports from Britain fell off it may be pointed out that while in March they were \$25,448,000, in December they were only \$11,496,000, a decrease of 58 per cent. In the case of the United States the decline was from the high point \$94,557,550 in March to \$65,000,000 in December, or equal to 32 per cent.

AMERICAN TRADE

That American exports have held their own in Canada much better than those from the United Kingdom is due to the circumstance that the United States has a wider range of exports suited to the Canadian market than has the United Kingdom. Of the total imports from the latter, amounting to \$231,479,294, no less than \$133,580,959 was in the form of textile and fibre products, though in this department the United Kingdom only beat out the United States by about \$2,000,000. While the Uni-

ted Kingdom sold Canada \$15,329,000 worth of iron and steel products, the United States sold \$238,184,000 worth; in respect to non-metallic mineral products, which includes coal, the comparison was \$9,534,000 to \$174,273,000 in favor of the United States. Indeed, the huge imports of coal during the last four months of the year did much to sustain the volume of American imports at a time when, in respect to other lines, there was a marked falling off.

The increase of American investments in Canada should not be overlooked as an inevitable influence stimulating exports to the United States. In 1914 the annual return on these hardly amounted to \$30,000,000; today it may be placed at approximately \$90,000,000. Here, then, is a factor operating three times stronger than it did seven years ago.

FUTURE PROSPECTS

Trade with countries other than the United States and the United Kingdom advanced steadily during the year. Imports from Belgium went from \$359,103 in 1919 to \$4,197,965; France from \$6,784,860 to \$20,702,392; the Netherlands from \$1,548,000 to \$3,894,364; Greece, \$531,836 to \$912,480; Italy, \$706,358 to \$1,873,749. Imports from Germany did not amount to more than a few hundred thousand dollars; those from Cuba increased by \$20,500,000. Exports to France declined to the extent of \$29,000,000. On the other hand, there were several notable increases in exports; to Belgium from \$19,438,000 to \$47,717,000; to Greece from \$16,600,000 to \$29,600,000; to Italy from \$16,750,000 to \$55,907,000; to the Netherlands from \$3,983,000 to \$19,476,000.

Trade with those portions of the British Empire outside of the United Kingdom showed an increase of approximately \$25,000,000 divided nearly equally between imports and exports.

Stockholders—Investors

Every issue of the Boston Commercial contains features of special value.

Here are some of the analytical articles which have appeared since January 1, 1921:

<i>Reading</i>	The Railroad
<i>American Woolen</i>	A Bargain in Assets
<i>Copper Range</i>	The Second Largest Producer in the Lake District
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<i>Canadian Pacific</i>	The Only Real Transcontinental
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<i>Kennecott Copper</i>	One of the Lowest Cost Copper Producers
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BOSTON COMMERCIAL

Brings Encouraging Reports of Cuba

James H. Edwards, representative in Cuba of the Irving National Bank of New York, who recently arrived in the United States from Havana, gives an encouraging account of the commercial and financial situation in the island. He sees a promise of continued improvement, and believe that within a short time a partial resumption of business with the United States may be anticipated. Mr. Edwards expresses admiration for the conduct of Cuban business houses during the difficulties they have had to face, and in the following article he discusses the necessities that led to the declaration of the moratorium and the general industrial and business conditions.

WHILE speculation in sugar may have been a contributory cause to the crisis, in my opinion there were other influences of equal, or perhaps even greater importance. For one thing, there was an over-extension in business due to the wave of prosperity which Cuban merchants, like merchants in other countries, had been riding for more than two years. Another cause may be laid to foreign exporters who, to take advantage of rising markets in their own countries, delayed deliveries of goods which Cuban merchants had ordered. When the goods did not come the Cuban buyer, in many instances, placed a duplicate order with another house. If this concern also failed to ship as promised, in his efforts to get the goods he needed he often went to still another foreign firm.

"Eventually the market broke. Prices tumbled here in the United States and elsewhere. Then the foreign exporters began sending the long-delayed shipments to Cuba. As a result some of the Cuban merchants received, and at top prices, three or four times the amount of goods they normally would have put in stock. This rush of shipments caused congestion in Havana harbor. The warehouses became filled to capacity. The buyers could not get their merchandise unloaded from the ships, and many vessels were tied up for months. There was a jam in the Customs House. A provision of the Cuban customs law prohibits the delivery of any part of a consignment of imported goods until each and every package of that consignment is accounted for. Thus, whenever it happened that a package was missing, that particular shipment was held up, with the consequent blocking of other shipments.

"These were some of the contributing causes which led up to the crisis. The action which precipitated it was the reduction of credits by American banks to Cuban banks and merchants. This began about the middle of August. It was made necessary by world conditions, but unfortunately it was interpreted by the Cuban public as indicating that their banks were shaky. Rumors of all kinds spread, and finally runs started on three of the large Havana banks. Within forty-eight hours the runs had spread to nearly all banks in the city. The whole financial structure of Cuba became endangered. There was almost a panic.

CONFIDENCE RESTORED

"President Menocal, acting on the advice of bankers, decreed a moratorium for fifty days which has been extended until the present time. This, of course, was not the remedy. In some respects it worked a hardship on many business houses. But it undoubtedly saved a number of banks which, if they had failed, would have carried down with them many of the leading commercial firms of Cuba. The result might have been chaos.

"Now conditions are much improved. To a certain extent confidence has been restored and the new sugar crop is beginning to move. Unusual rains late in November held up the grinding season some twenty or thirty days, but the grinding is now under way and will continue until June or July. In the meantime the circulation of money will increase as wages are paid to labor and money is received for sugar shipments. This will tend to liquidate banking and business accounts and gradually to restore normal conditions among business houses and between them and the banks.

"Up to the end of the year, because of political reasons, it was impossible to get the Cuban Congress together with a quorum to enact needed legislation. Several measures were proposed. One was to float a \$100,000,000 loan secured by Government bonds, to create a fund to be loaned through the banks to sugar growers, tobacco planters, &c. Others included adequate banking laws, the establishment of a clearing house and some provision for a national currency. Since the arrival of General Crowder on Jan. 6, to confer with President

Menocal, a measure has passed the Cuban Senate providing for the final extension of the moratorium in a modified form to expire as regards commercial accounts April 30, and with regard to the withdrawal of bank deposits June 10. This measure is now before the Cuban House.

"Since December energetic measures have been taken to clear up the port congestion at Havana, and a notable improvement is apparent. Ships are discharging their cargoes. Cuban merchants are placing orders only for such goods as they must have, and thus are reducing stocks on hand. Manufacturers and exporters in the United States may expect healthy orders again from Cuba in the not distant future.

MORALE OF BUSINESS FIRMS

"A great majority of the people in Cuba have learned a lesson. One result of the moratorium will be to clear the atmosphere as to the standing of Cuban firms. Merchants who took unfair advantage of the moratorium will be known, and their credit affected accordingly. There were relatively few who did this. The morale of Cuban business houses generally is high. Any number of firms received duplicate, and even triplicate, shipments of goods after the break in prices. Yet, as a rule, they have not canceled orders. In many instances they have paid drafts drawn on them even when they have not been able to obtain delivery through the Custom House, and despite the fact that they could buy the same goods now for half the price at which they were ordered.

"It may be expected that in some instances the foreign exporters will have to make concessions to the buyer in prices as a result of delayed deliveries or extend time for payments. They probably will not make as large profits as they had expected to make. But the actual loss on the principal which their goods represent should not be excessive. The Cuban merchant has 'toted' as fair as could be expected, and I do not know of a people who would have come more creditably through such an ordeal.

"Considerable emphasis has been placed upon the influence of sugar speculation. The 1920 crop amounted to 3,720,975 tons, or 8,352,904,000 pounds. During the year prices in sugar jumped from 6 and 8 cents a pound to as high as 22 cents. With every rise of 1 cent a pound, representing an increase in the crop value of \$83,529,040, the temptation to speculate is apparent. In October, there was on hand in Cuba only about 350,000 tons. In other words, the Cuban people had marketed more than 90 per cent. of their entire crop at unheard-of prices, and had less than one-tenth of the crop left to dispose of. It is not surprising that they speculated. It was the logical thing to expect. The Cubans are going through what Japan, Spain, Colombia and other nations have experienced. Their case is not isolated; they are simply taking part in a world condition."

New Business Publication

TRADE Associations: Their Organization and Management," by Emmett Hay Naylor, Secretary-Treasurer of the Book Paper, Cover Paper and Writing Paper Manufacturers' Associations and President of American Trade-Association Executives, is the title of a new Ronald Press Company publication. The book is a detailed analysis of the purpose, structure, procedure and value of the trade association as a force in everyday business, and contains a list of associations, with addresses.

British Mercantile Air Service

A FOREIGN trade amounting to more than £1,000,000 has been transacted by the British commercial airplane service since its inception in August, 1919. Exports by air route from Great Britain totaled £344,876, while imports amounted to £685,054. The figures furnished by the British Air Ministry are to the end of November, 1920, and have just been received by the foreign information department of the Bankers Trust Company of New York. The trade is with the Continent, and the bulk of the imports were from France.

Gold From Turkey

THE first shipment of gold from Turkey since before the war arrived in New York on Monday, Jan. 31, by the steamship the Angeles. It was consigned to the Guaranty Trust Company of New York from the latter's Constantinople office, and amounted to £50,000, Turkish, or about \$219,500. The shipment was entirely in gold coins of Turkey, and was contained in a key-opening safe made in Birmingham, England, before the days of combination locks.

UNITED STATES SHIPPING BOARD EMERGENCY FLEET CORPORATION

OFFERS FOR SALE STEEL AND WOOD SHIPS AND WOOD HULLS

Bids will be received on a private competitive basis in accordance with the Merchant and Marine Act at the office of the United States Shipping Board, 1319 F Street N. W., Washington, D. C.

The ships offered for sale include steel vessels and wooden steamers.

The steel steamers are both oil and coal burners. The Board has established a minimum price on these vessels.

Terms On Steel Steamers

10 per cent. of the purchase price in cash upon delivery of the vessel; 5 per cent. in 6 months thereafter; 5 per cent. in 12 months thereafter; 5 per cent. in 18 months thereafter; 5 per cent. in 24 months thereafter; balance of 70 per cent. in equal semi-annual installments over a period of ten years; deferred payments to carry interest at the rate of 5 per cent. per annum.

The two hundred and eighty-five wooden steamers for sale are of ten different types, as follows: Nine Daugherty; seventeen Ballin; ten Peninsula; six Pacific American Fisheries; one Allen; one Lake and Ocean Navigation Company; thirteen McClelland; one hundred and eighty-six Ferris; thirty-one Hough; eleven Grays Harbor. Also have a number of wooden hulls of various sizes.

Terms On Wooden Steamers

10 per cent. cash on delivery. Balance in equal semi-annual installments over a period of three years.

Bids may be submitted for one or more vessels or for any combination of above vessels, and must be accompanied by a certified check made payable to the United States Shipping Board for 2½ per cent. of amount of the bid.

Further information may be obtained by request sent to the Ship Sales Division, 1319 F Street N. W., Washington, D. C. The Board reserves the right to reject any and all bids.

Bids should be addressed to the UNITED STATES SHIPPING BOARD, WASHINGTON, D. C., and indorsed "BID FOR STEAMSHIP (Name of Ship)."

Ship and Sail Under American Flag.

The Annalist Barometer of Business Conditions

Business Index Line

THERE continues to be evidence of improvement in the business situation, but the betterment still lacks uniformity, and numerous instances are to be found where recessions have not halted. But, apart from this, the fact remains that confidence is growing, and that the outlook is better than for some time. This does not mean that there is to be any rapid recovery. On the contrary, it is altogether likely that there will be no quickening of business of big proportions for a long time to come. In the interim, however, there will probably be the establishment of a foundation such as will provide a capable support for the expansion of business when domestic and world conditions are more favorable.

For the moment caution is the outstanding feature of the situation. There is no disposition to rush headlong into the taking of new commitments, and it is this factor which acts as a brake all along the line of production. As to prices, it is probable that the readjustment has not been fully completed. There are rather more evidences of weakness in quotations than of strength, and if there is to be a scaling down of wages, such as is reported from various centres, the price plane must ultimately give way to an even greater extent than has already been recorded. This is apparently realized in all markets, and what buying there is may be best described as of the hand-to-mouth variety. In retail lines the endeavor to liquidate stocks is being pushed to the utmost, with more evidence of cheerfulness in the taking of losses, mainly for the reason that such losses are now being looked upon as inevitable.

The credit situation is rather more tense, perhaps, than appears on the surface. Money is admittedly scarce, and reports from the South and West appear to indicate that the communities in these sections are passing through a condition analogous to that which obtained in the East during the earlier period of the readjustment. There are undoubtedly heavy loans against commodities, and in many cases liquidation for the time being is impossible. Even recently events seem to show that money has been moving in rather large amounts to interior points, and the rise in call money to 9 per cent. last week, while it may have been a bid for funds, failed to prove an attraction.

The rise in exchange, which was the feature of the previous week, failed to hold over last week, mainly for the reason that the indemnity question was once more shrouded in doubt. As has been pointed out, any settlement of the reparations question will probably fail to find direct reflection for a long time to come, even though in theory perhaps an agreement should prove the basis for a better establishment of world trade.

Stocks

THE stock market of last week reflected nothing but the activities of the professionals. For the most part price movements were in a decidedly narrow range, except in some few issues where pools were operating. The volume of business was small on each trading day, and a rise in the call money rate to 9 per cent. placed a damper on any display of enthusiasm which might have been latent. Apparently the stock market is suffering for want of funds for speculative purposes. It has become increasingly apparent that any play of wide proportions on the long side will, before it has been carried very far, run into a tight money situation. It is doubtless realization of this which has brought such a great number of speculators for the decline into the market.

Taking the short side, however, is not done with any high degree of confidence, due to the fact that the market is in a thoroughly liquidated condition. Such trades as are made are usually undertaken for the reaping of a small profit rather than for an extended stay in the short position. Furthermore, the fact is not overlooked that the market recently has given evidence of a strong undertone. In many of the major issues endeavors have been made to draw out long stock by short selling, but the attempts have netted little.

In a sense the market has reached a position where it is not swayed much by the good or bad news. One of the most constructive factors that has developed with relation to the copper industry—a plan to pool the copper surplus for export and issue debentures against the commodity—came to light, but it caused no movement of the copper stocks, which it was to be presumed would be greatly benefited by any scheme which would for a certain length of time withdraw a large amount of copper from the domestic market.

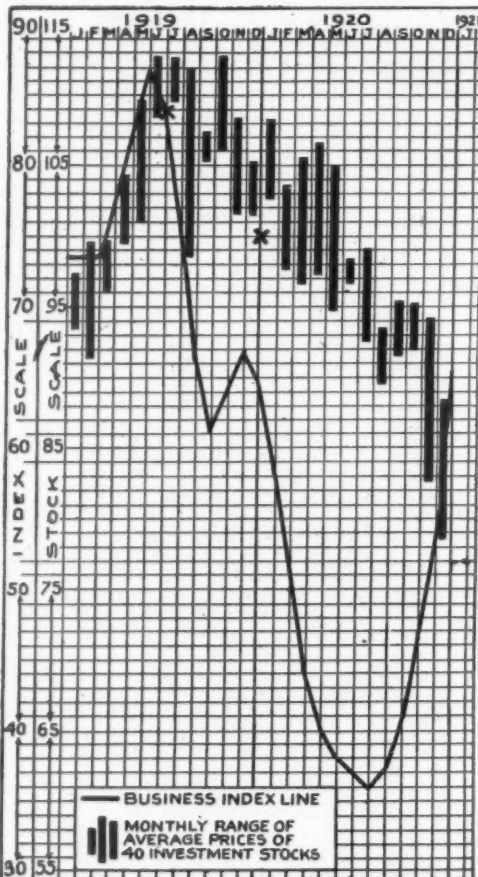
The rails were a bit reactionary last week, but the decline was not of such proportions as might have been expected had there been any speculative following in the shares to take fear at the rather dire testimony presented at Chicago and bearing on the financial condition of the roads. All in all, the rails have borne up surprisingly well under the dissection of their weak points for public information. Apparently the belief is strong that, whatever may be the tribulations of the carriers for the moment, some plan will be arrived at which will re-establish them in a firm position.

Bonds

THE bond market of last week showed a rather widespread tendency to give ground in practically all quarters. There seemed no firm supporting or willingness on the part of either traders or investors to put their shoulders to the wheel. Even the more or less fitful activity which centred upon some of the issues, such as the Interborough 3s, failed to move the bonds to higher ground. The continental need of money and the railroad situation at Washington, together with the fact that February and liquidation are sometimes synonymous, may have had considerable influence in bringing about this condition.

The rails were still unable to progress with anything resembling firmness, and the general tendency was to display rather backward tendencies. How much the complex situation with the Government accounts for this condition is problematic, but it is quite evident that this list is by no means out of the woods, which finds a quiet reaction upon the forces which so few weeks ago sent the railroad issues forward to high ground as a whole and diffused considerable cheerfulness as to the outcome of the railroad problem.

The foreign list as a whole varied from firm to weak, and although activity was manifest in certain quarters those issues affected seemed to show little rallying strength. The marketing of the new continental issues seemed to place the test of whether there was room enough for all hands squarely up to the more seasoned



November Index Number 54.1.
December Index Number 66.7.

THE December Index Number sustains the forecast begun by the July Index Number, which was explained in detail in THE ANNALIST of Nov. 22. Briefly the indications given were that the December or January averages of security prices would show an upward movement, that there would be a reaction in February, and that then the list would start up for a long bull movement with business responding more slowly to the influences now beginning to bear on the security and commodity markets and beginning its revival in August.

In general the prices of investment stocks on the New York Stock Exchange and of the condition of business throughout the country will follow the trend of the Business Index Line, stock prices responding first to the influences which direct the index line and business feeling the effect of these influences some four to ten months later.

However, a change in direction of the line is not, alone, an indication that a falling stock market will rally or that a rising market has reached its peak. Such changes in direction of the index line may mark only momentary fluctuations which will presently cease to exert an influence and the line will resume its former trend.

In the case of a low level in the stock market and of unsettled business conditions, an upward turn of the line can be considered as indicative of an impending change in conditions only when the index number of the second month following the turn shall be greater than 110 per cent. of the index number marking the turn and also greater than 108 per cent. of the index number of the first month after the turn and when the index number of the third month after the turn shall be greater than 110 per cent. of the index number of the third month.

In the case of a high level of the stock market, accompanied by great activity and prosperity in the business field, a downward turn of the line can be considered as indicative of an impending change for the worse only when the drop in per cent. from the index number of the preceding month is equal to an amount at least as many times .71 as the second index number is numerically greater than 83. For example, a drop in the index number from 92 to 88 would constitute a forecast, for 88 is 95.6 per cent. of 92 and so has fallen 4.4 per cent. But 88, being numerically greater than 83 by five, is required to fall only five times .71, or 3.55 per cent. A drop to 88 from 91 would not constitute a forecast, for 88 is only 3.3 per cent. less than 91 and the fall to 88 must be at least 3.55 per cent.

ones, and last week's market seemed more given to orientation than to any tests of strength.

Among the traction issues the Brooklyn Rapid Transit 7s were steady about 45, although they showed tendencies toward fright. The Interborough Rapid Transit first and refunding 5s gained over a point and a half and the Interborough-Metropolitan 4s gained over a point. The Third Avenue refunding 4s went off about one point and the adjustment 5s went up about one point.

The Liberty bond market of the last week was quite colorless, and little outstanding was recorded. The 3½s, 1832-47, gained about 70 cents. The Liberty second 4s

went up 20 cents. The Liberty first convertible 4½s gained a little under 30 cents and the second convertible 4½s gained about 70 cents. The Victory 3½s and the 4½s were slightly weaker, while the Victory 4½s registered a gain of a few cents.

The industrial markets were steady last week and although fractional declines were noted, the main issues held their ground. The American Agricultural Chemical Company convertible 5s went off about one point and a half. The American Smelting and Refining 5s were steady around 77½. The American Telephone and Telegraph collateral trust 4s were steady at 78, and the convertible 6s were also firm at 95½. Atlantic Refining 6½s, on a "when issued" basis, sold at 90½. The Bell Telephone Company of Pennsylvania 7s sold around 102½. The Bethlehem Steel purchase money 5s were steady at 79½, while the refunding and improvement 5s went off about one point. The Central Leather Company 5s went off about half a point. Chile Copper 7s went off about a quarter, while the collateral fund 6s were steady about 73½. Consolidated Gas convertible 7s veered between 90 and par.

Money

THE money market showed a greater degree of firmness during the last week than had been displayed at any time since the early part of last November, when the market was just emerging from the tightness which had come to a head early in October. Call money advanced to 8 per cent. on Monday, after having opened and renewed at 7 per cent. on that day, and by Wednesday it was up to 8 per cent. for renewals, and rose further to 9 per cent. for new loans on that afternoon. The same figures were recorded on Thursday, but by Friday there was a slightly easier tone and the 8 per cent. figure was not exceeded during the session.

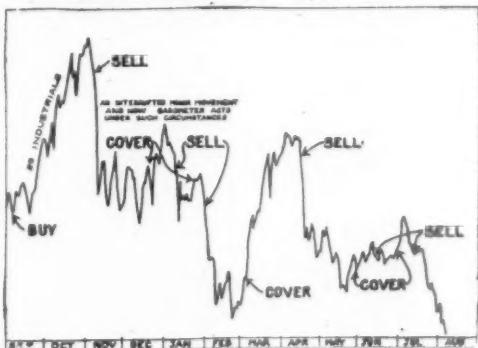
Time money, meanwhile, was slightly easier, especially in the first day of the period, when the quotation was 6½ per cent. Thereafter it ruled quiet and a little more than nominal at 6½ to 7 per cent. Practically no business worth mentioning was transacted in time loans. Commercial paper was fractionally higher at 7½ to 8 per cent., as contrasted with a range of 7½ to 8 per cent. in the preceding week. Here, too, there was little business moving.

Withdrawals of interior balances, the freezing up of a good deal of credit by the inability of the railroads to collect what they claim is due them from the Federal Government, and the backwardness of many corporations in meeting the claims upon them, were the chief factors in making for last week's tightness, yet all of these factors, known and appreciated in a general way, were not expected to bring about the results which were attained. If the tightness had been a mere end-of-the-month flurry it would have passed almost unnoticed, and certainly would have caused no great amount of adverse comment. But when it lasted well beyond the end of the month, and with it came evidences of real stringency, the financial community became alarmed, to a degree, and those who had been predicting a marked easing in rates were less sure of their ground.

The outlook now is very much of a mystery. Money ought to become easier, and there is reason to believe that it will, but the fact remains that there were indications of ease of rates and of supply a fortnight ago, as well as a month ago, and, while some ease was realized a while back, it did not last for long and accomplished very little other than to disappoint those who accepted it as a sure sign of what was to come.

The passage of the bill designed to make good the claims of the railroads may have some easing effect. To be sure, the Government will have to come into the market to raise the money with which to pay the carriers, but this ought not to be a difficult operation, especially in view of the highly pleasing reception Treasury certificates have been receiving lately, and of the demonstrations of huge amounts of investment capital now on tap.

It is possible that a fourth cause has had something to do with the tightness of bank credit. That is the strength of the bond market. New issues, coming out in great volume, have been going probably faster than ever before, and this must be taking up a great deal of money which otherwise would be finding its way into the money market. Last week something like \$100,000,000 of new securities were taken by distributors and investors, and the amount to be offered this week will run possibly to twice the size of that put out last week. The week-end bank statements showed little that was unusual, aside from the contraction in bills bought by the local Reserve Bank. This item was reduced \$18,-



AN Investment and Economic Service that not only attempts to forecast the major trends of business, bond prices, and stock prices, but also the

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\$55,000 to \$9,881,339, the lowest of which there is any record. However, total bills on hand increased on balance, because members' borrowings expanded by \$36,000,000, of which \$10,713,000 represented additional discounts of Government securities and \$25,377,000 was increase in commercial paper redcounts. On balance, total earning assets were up \$17,390,000.

The ratio of reserve to liabilities declined fractionally, standing at 38.1, as against 38.3 the preceding week. After providing the required 40 per cent. gold cover for Federal Reserve notes, which were up \$8,746,000, there remained only 35.7 per cent., barely a surplus, for deposit liabilities, which showed an expansion of \$12,737,000.

In the actual Clearing House exhibit loans were up \$3,085,000, while demand deposits were down \$868,000. Time deposits were off \$2,870,000 and Government deposits, because of the week's withdrawals, were down \$19,432,000. The item, bills payable, redcounts, acceptances, &c., was up \$20,232,000, to \$1,215,267,000, thereby showing an expansion of \$115,441,000 since the middle of January.

Foreign Exchange

THE foreign exchange market, after its recent strength, which now appears to have been based largely on the expectations of heavy realization on German indemnities, developed a markedly reactionary tone last week. All of the Europeans declined, and until the closing days of the week there seemed to be an undertone of weakness, for the market showed an unusual willingness to decline whenever offerings became even moderately heavy in volume.

Sterling, which had been up to \$3.89 the preceding week, and had closed at \$3.86 $\frac{1}{2}$, started poorly, losing about 2 cents on Monday and continuing its decline to \$3.79 on Tuesday. It rallied to around \$3.85 the following day, but after that sold off about 2 cents, and stayed around the lower levels thereafter.

French francs also were reactionary, falling under 7 cents each and closing the week at about that figure. The other allied exchanges were heavy and generally dull. There was little moving in Continental business, and it was reported that a better market existed in London for Continentals than was to be had here. This, perhaps, helped sustain sterling, for at times the buying which held that rate was hard to explain on any other ground. What seemed to be going on was a moderate purchase of sterling bills for conversion into Continental currencies in the London market.

Disappointment over the reparations settlement was the chief reason for last week's unsatisfactory exchange performance. The settlement of the terms, as agreed to at the Paris conference, had been looked forward to as something which was to stabilize the whole exchange market, but as the matter turned out realization of the terms had just the reverse effect. The terms were made extremely rigorous on Germany, perhaps not too much so, but enough to elicit a great cry from Berlin and the announcement of some of the more hot-headed that the claims "never will be paid."

Just why there should have been such a hullabaloo over the German attitude remains a mystery. Any thinking person must have realized that the Allies, especially the French, were going to demand everything in sight, and it was equally certain that the Germans were going to protest that never could they comply with the demands. All the diplomats are traders. They naturally demand everything and concede nothing. That is their business. After a while they will get down to real work and draw up a workable plan. The disappointment and the adverse influence on the market should come from the fact that this has not yet been done.

Aside from politics, there was little to concern the exchange market. The flow of bills was not so large as it has been, and in banking quarters it is said one reason for this reduction in bills is that more business is now being financed on credit than was the case a few months ago. This, it may be, was an indirect cause for the tightness of money. Further, the market should be reasonably free of heavy offerings at this time of year, what with the old crops either moved or financed and the new crops yet to appear.

In the neutral exchanges there was less activity, and rates were inclined to follow the more important Europeans. Scandinavians, which had been moving forward for some time, turned heavy and showed slight losses on the week. The Central Europeans were also rather heavy as a group, although there were some exceptions to the rule.

The South American group displayed rather unusual developments. The rate on Argentina, which had been moving up steadily for several weeks, encountered a setback, while the Brazilian rate, which had been going down, stiffened somewhat. Chilean rates were heavy, a development difficult to explain in view of the fact that it is generally expected that a loan of upward of \$25,000,000 will be floated for that country in this market during the present week.

Oriental, especially Chinese, rates were heavy. Apropos of the fall in Chinese rates, it was announced on Saturday that what promise to be the first of several shipments of Chinese gold bars, valued at \$750,000, had been received on the Pacific Coast. This metal came in for the Foreign Credit Corporation, and follows the receipt, about two weeks ago, of a consignment of about \$3,000,000, which was distributed to several American concerns.

European gold amounting to \$2,850,000 was reported on the way here at the end of the week. This is consigned to Kuhn, Loeb & Co., and brings the total of gold brought in by that firm since the beginning of 1920 to slightly above the \$100,000,000 mark.

Iron and Steel

A SHARP falling off in pig iron production for January would appear to indicate a further shrinkage in the output of steel. Reports from the manufacturing centres show no additional improvements over that which was recorded a week ago and unless buying demand picks up it is possible that there will have to be another period of curtailment almost to the point of abandoning operations completely. This applies to the smaller of the independent companies rather than to the United States Steel Corporation, which continues to operate at a high level.

One of the chief items of interest at the moment is the question of wages, for this subject is apparently closely bound up with the course of prices. It is true that in certain of the steel companies reductions have been put into effect, but taking the industry as a whole there has been no cut of consequence. This is mainly for the reason that the United States Steel Corporation has steadfastly adhered to the wage level which was instituted at the beginning of 1920. There has been no intimation that the Steel Corporation will reduce wages at this time, and possibly the year will be well advanced before a wage cut comes to pass. For the moment, then, the Steel Corporation is acting as a balance wheel against price declines just as it was a stabilizer to the industry when prices were soaring. Ultimately it is certain that the Steel Corporation will cut wages for the very fact that living costs have receded, and when that time comes price reductions of a rather drastic nature may come to light.

It is considered unlikely by many that demand for iron and steel products will gain much headway until further price recessions have taken place. Consumers are strongly of the opinion that prices are too high, and while the Steel Corporation has enough forward

business on its books to be in a position to disregard such sentiment, it will undoubtedly make itself felt when the depletion of orders has become heavy.

Acceptances

DEALINGS in bankers' acceptances fell off sharply last week because of the money stringency and the higher rates for call. In an effort to stimulate their business, dealers advanced rates to the basis of 6% to 6 per cent., but the advance failed of its purpose. Local banks and many of the local savings banks and corporations which had been in the market earlier in the year were entirely out of it last week, and the only demand of any consequence came from the out-of-town banks, which are again buying in fair quantity.

There were no large transactions, such as had been witnessed in the last two or three weeks, and bills were taken only in small lots and with the demand asking, as a rule, for small pieces. Business fell to very small proportions in mid-week, but toward the close, when money conditions became a shade easier, there was some slight improvement.

The amount of bills purchased in the open market and carried as investments by the local Federal Reserve Bank was reduced \$18,555,000, to \$9,881,339, which, as far as the record shows, is the smallest total ever reported by the central institution. The big reduction reflects another wholesale transfer to other Federal Reserve Banks, and for this reason is not as significant as it otherwise would be. But, quite aside from the number of bills transferred, the development is not totally without significance, for it shows that the local Federal Reserve Bank is in position to make heavy purchases if it should become necessary or desirable for it to do so. Of the \$100,000,000 reduction since the end of December, it is probable that a good proportion represents maturities, as well as the amount transferred to other districts.

Shipping

NO marked improvement has been shown in the ocean freight market. While the formation of the corporations, designed to promote the foreign trade relations of American companies, is expected to produce a larger volume of traffic there has been no upward trend in rates.

The Shipping Board has announced that it will terminate the wage and working conditions agreements with the sea unions and officers' associations on the Pacific on March 1. It is indicated that a lower wage will be offered and that overtime pay will be eliminated. The Committee of Appropriations in the House of Representatives definitely turned down the application of the board for a \$95,000,000 deficiency appropriation. Chairman Benson stated that this action would not prevent the Shipping Board from meeting all of its com-

Stocks—Transactions—Bonds

STOCKS, SHARES

Week Ended Feb. 5

	1921.	1920.	1919.
Monday	480,131	481,565	282,107
Tuesday	398,700	1,048,435	331,706
Wednesday	496,055	1,738,500	375,560
Thursday	545,992	1,284,175	448,490
Friday	519,705	1,522,430	320,220
Saturday	202,410	463,047	147,080

Total week.....	2,643,086	6,538,752	1,914,163
Year to date.....	18,139,210	26,193,068	13,721,304

BONDS, PAR VALUE

	1921.	1920.	1919.
Monday	\$13,769,950	\$19,754,500	\$10,151,500
Tuesday	12,945,500	18,768,200	10,428,000
Wednesday	13,466,000	21,735,700	13,404,500
Thursday	12,860,400	19,020,400	11,262,500
Friday	10,282,100	13,551,000	14,778,000
Saturday	4,915,100	8,909,000	6,373,500

Total week.....	\$68,240,950	\$101,738,800	\$66,398,000
Year to date.....	350,184,100	464,153,800	350,938,000

In detail the bond dealings compare as follows with the corresponding week last year:

	Feb. 5, '21	Feb. 7, '20	Changes
Corporations	\$16,670,500	\$11,632,500	+ \$5,038,000
Liberty	45,484,450	82,070,500	- 36,586,050
Foreign	6,023,000	7,998,000	- 1,975,000
State	—	25,000	- 25,000
City	63,000	43,000	+ 20,000
Total all	\$68,240,950	\$101,738,800	-\$33,497,850

Stocks—Averages—Bonds

TWENTY-FIVE RAILROADS

	High.	Low.	Last.	Net Same Day	Chgs. Last Yr.
Jan. 31.....	54.95	54.31	54.39	-.47	55.95
Feb. 1.....	54.28	53.69	53.80	-.59	55.01
Feb. 2.....	53.98	53.32	53.71	-.09	54.43
Feb. 3.....	53.79	53.16	53.20	-.51	53.45
Feb. 4.....	53.60	52.93	53.43	+.23	52.91
Feb. 5.....	53.79	53.39	53.62	+.19	53.37

TWENTY-FIVE INDUSTRIALS

	High.	Low.	Last.	Net Same Day	Chgs. Last Yr.
Jan. 31.....	88.25	86.91	87.40	+.21	118.46
Feb. 1.....	87.50	86.17	86.57	-.83	114.56
Feb. 2.....	86.31	85.13	85.81	-.76	111.45
Feb. 3.....	85.97	84.65	84.79	-1.02	109.69
Feb. 4.....	85.66	84.56	85.40	+.61	109.57
Feb. 5.....	85.93	85.43	85.68	+.28	109.69

COMBINED AVERAGE—FIFTY STOCKS

	High.	Low.	Last.	Net Same Day	Chgs. Last Yr.
Jan. 31.....	71.60	70.61	70.89	-.13	87.20
Feb. 1.....	70.79	69.93	70.18	-.71	84.78
Feb. 2.....	70.14	69.22	69.76	-.42	82.94
Feb. 3.....	69.88	68.90	68.99	-.77	81.57
Feb. 4.....	69.63	68.49	69.41	+.42	81.24
Feb. 5.....	69.86	69.41	69.65	+.24	81.53

Bonds—Forty Issues

	Close.	Net Change.	Same Day
Jan. 31.....	70.98	-.06	70.61
Feb. 1.....	70.74	-.24	70.59
Feb. 2.....	70.46	-.28	70.39
Feb. 3.....	70.32	-.14	70.15
Feb. 4.....	70.36	+.04	70.04
Feb. 5.....	70.47	+.11	70.01

STOCKS—YEARLY HIGHS AND LOWS—BONDS

	High.	Low.	High.	Low.
*1921.....	72.35 Jan.	67.45 Jan.	71.60 Jan.	68.80 Jan.
1920.....	94.07 Apr.	65.97 Dec.	73.14 Oct.	65.57 May
1919.....	99.50 Nov.	69.73 Jan.	79.05 June	71.05 Dec.
1918.....	80.16 Nov.	64.12 Jan.	82.36 Nov.	75.65 Sep.
1917.....	90.46 Jan.	57.43 Dec.	89.48 Jan.	74.24 Dec.
1916.....	101.51 Nov.	80.91 Apr.	89.48 Nov.	86.19 Apr.
1915.....	94.15 Oct.	58.90 Feb.	87.62 Nov.	81.51 Jan.
1914.....	73.30 Jan.	57.40 July	87.42 Feb.	81.42 Dec.
1913.....	79.10 Jan.	63.09 Apr.	92.31 Jan.	85.45 Dec.
1912.....	85.83 Sep.	75.24 Feb.	—	—
1911.....	84.41 June	69.57 Sep.	—	—

*To date.

mitments, however, as the Army owes the board a sum in excess of \$100,000,000.

The Cosmopolitan Shipping Company has been designated as the operator of the New York-Liverpool berth of the Shipping Board. It will dispatch the 11,800 deadweight ton freighter invincible on March 1, and the steamer will be followed by others at intervals of a fortnight. The Cosmopolitan succeeds the International Mercantile Marine Company on this berth. It is reported that the Shipping Board in the future will seek to allocate ships, so far as possible, to only those companies which operate American-flag vessels exclusively. A conference has been fixed for Feb. 7 in Washington for the purpose of determining how much tonnage will be assigned to the coastwise steamship lines operating from the Atlantic to the Pacific. It is said that the routes are overtonnaged at the present time.

Two new foreign services will be inaugurated by the Shipping Board this month, through J. H. Elwell & Co. A fleet of four steel ships, plying from Hamburg, Rotterdam and Antwerp to Italian ports, will serve as feeders for the express liners. Another group of four freighters will operate from the three Continental ports to the Danube, Constantinople and the Far East. These steamers will not touch at an American port.

A service from New York to Russia was opened by the Baltic American Line on Feb. 1 when the Estonia sailed from this port for Danzig and Libau. Three passenger liners, devoted largely to serving the stevedore trade, will be assigned to the route by the East Asiatic Company, which owns the vessels. Prior to the war this service was maintained by the Russian American Line, but was suspended shortly after 1914.

No decision has been reached by the Shipping Board with regard to what it will do concerning the agreement which the International Mercantile Marine Company holds with the British Admiralty. It has been indicated that the Board will not take any steps to withdraw more tonnage from the International Mercantile Marine, but will offer some suggestions as to how more tonnage may be operated by the International Mercantile Marine under the American flag and develop new services. Chairman Benson has stated that both the United American Lines and the United States Mail Steamship Company have asked for permission to make amendments to their agreements with the Hamburg-American Line and the North German Lloyd, respectively. It has been revealed that the United States Mail may institute a pooling arrangement with the North German Lloyd on the four passenger routes named, in so far as freight and passage money are concerned. This is optional with the American company, however, and the Germans cannot put in more tonnage on any given route than the Americans have.

The ship repair yards in the New York district have agreed to reduce the cost of repairs on Shipping Board vessels 12 $\frac{1}{2}$ per cent. In the Norfolk district thirty plants have volunteered to cut their charges 15 per cent. This will mean a saving of about \$3,500,000 annually to the Shipping Board, it is estimated. A referendum among the 75,000 men employed in American shipyards on the Atlantic and Gulf coasts as to whether they will accept a 10 per cent. reduction in wages is now in progress. The shipowners and shipbuilders are pressing economy movements.

Owing to the congested conditions obtaining at Ellis Island, some of the transatlantic liners have been diverted to Boston, where the immigrants may be cared for. There is about 20 per cent. less tonnage on the Atlantic now than in 1913. During 1920 the passenger carriers brought from Europe 69,349 in first class accommodations, 135,537 in second class and 500,229 in steerage. The ships transported to European ports 63,766 first, 92,714 second and 303,383 in steerage. Whereas there were 177 liners engaged in the third class movement in 1907, when the record number of immigrants came into the United States, there are about ninety-five today.

It is reported that the United American Lines are preparing to participate in the joint development of services from Hamburg to the West Indies and to Cuba with the Hamburg-American Line. The Harriman line is now engaged on an operation from Hamburg to the River Plate with the Germans.

Textiles

LAST week in the textile industries witnessed a repetition of the dullness of the previous one, so far as first hands were concerned, and the dealings of the jobbers and the direct-selling manufacturers with the retail trade were not such as to warrant jubilation. In not one of the leading cloth trades did the week produce a really active demand.

The reason for the dullness in the cotton goods market was not difficult to determine. In brief, it was the lack of buyers' confidence in the holding power of prices in view of the present weakness of cotton. This had a tendency to check everything but the demand for prompt shipments, and, with buyers in their present cautious mood, this demand was not large. With the staple not far from the levels which prevailed just before the war and the goods, in spite of recent reductions, still selling well above the pre-war prices, buyers can hardly be expected to trade freely, particularly with the consumer demand still well below normal in a great many directions. Gray goods broke further during the week, as a result of the sagging cotton market, and standard sheeting and printcloth constructions now show declines of nearly a cent a yard from the high points touched in the recent advance.

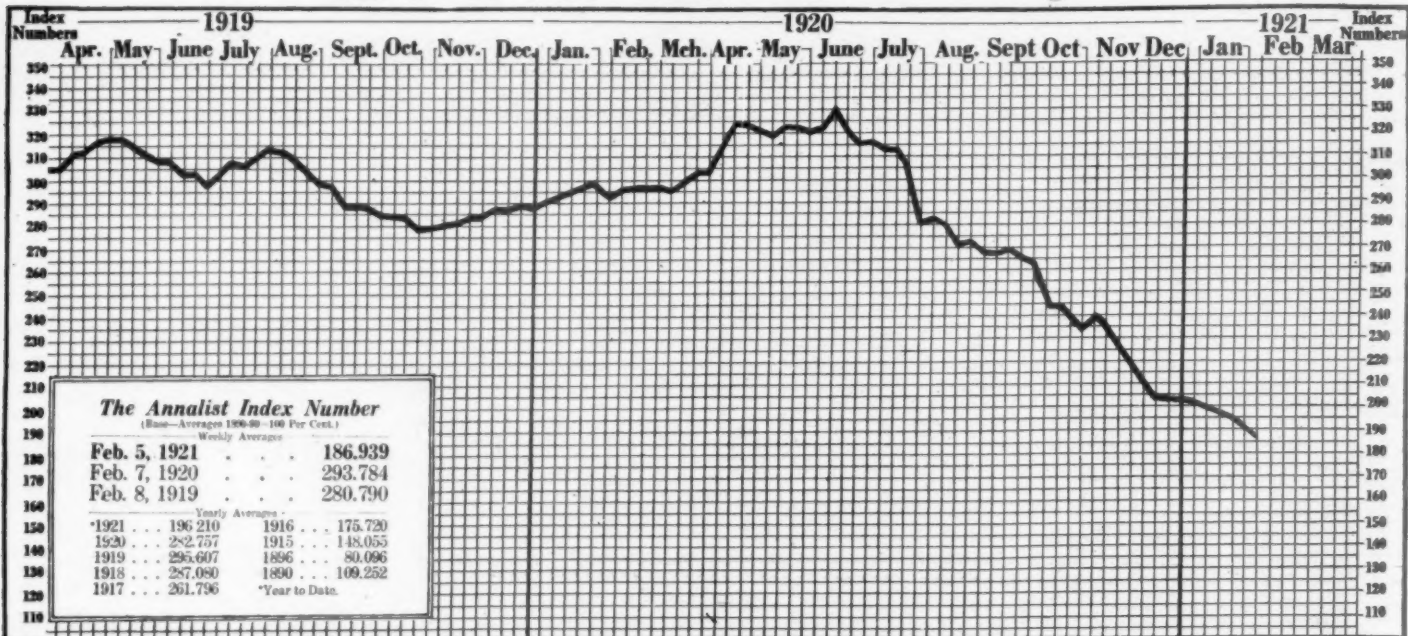
The week did not bring much change in the situation in the men's wear end of the woolsens and worsteds trade. Recent repricing of stock Spring goods by one of the leading trade factors has not had the expected effect. On the contrary, it has added a new problem to the many now faced by the manufacturing clothiers, in that buyers of finished garments, most of which were made of goods purchased before the revisions took place, think they ought to get them at prices based on the revisions. Trading in Spring dress goods continues slow, and the feeling is growing that it would be well to get the season over as quickly as possible in order to sail into the Fall season under full steam.

Excepting for certain weaves, notably crepes, current business in the silk trade is not what it should be, and there is a disposition in certain quarters to wonder whether or not the optimistic predictions of the recent past will be fulfilled. About the only certain thing is that the retail demand has by no means assumed the proportions expected. Raw silk markets are quieter throughout the world, but as yet there has been no noticeable easing off of prices. Shipments from Yokohama for the current silk year are very much lower than they were for the corresponding 1919-1920 period, while available stocks there, including the holdings of the Imperial Silk Syndicate, are more than five times as great as they were at this time last year.

Lack of buying was the keynote of the linen market during the week, important traders preferring to hold off until more definite results of the abrogation of the European yarn price list are seen. Flax yarns are now quoted at one-third to one-half under the former list figures, but as yet there appears to have been no corresponding decline in finished linens. Local buying from stock also lacked feature, despite the depletion of retail supplies resulting from the January sales.

General dullness was the rule in the burlap trade, with prices for the most part notably unchanged. Neither buyers nor sellers are showing any real inclination to do business at the moment, possibly due to dissatisfaction on the part of both with the current range of prices.

Curve of the Food Cost of Living



An index number is a means of showing fluctuations in the average price of a group of commodities. The Annalist Index Number shows the fluctuations in the average wholesale price of twenty-five food commodities selected and arranged to represent a theoretical family's food budget.

Financial Transactions

BAROMETRICS

The State of Credit

	Last Week.	Same Week Last Year.	Year to Date.	Same Period Last Year.
Sales of stocks, shares.....	2,643,081	6,538,752	18,139,210	26,193,068
Sales of bonds, par value.....	\$18,240,950	\$101,738,800	\$350,181,100	\$464,153,800
Average price of 50 stocks.....	High 71.60 Low 68.40	High 87.98 Low 79.27	High 72.23 Low 67.00	High 92.18 Low 79.27
Average price of 40 bonds.....	High 70.98 Low 70.32	High 70.61 Low 70.01	High 71.60 Low 68.80	High 72.51 Low 70.01
Average net yield of ten high-priced bonds.....	5.225%	5.255%	5.211%	5.135%
New security issues.....	\$62,370,000	\$2,886,000	\$237,352,000	\$125,434,000
Refunding.....			13,722,000	46,219,248

POTENTIALS OF PRODUCTIVITY

The Metal Barometer

	—End of December—	—End of November—
	1930.	1929.
United States Steel orders, tons.....	8,148,122	8,265,366
Daily pig iron capacity, tons.....	71,418	70,294
Pig iron production, tons.....	22,404,845	23,915,181
*End of January, 1931 and 1930. *End of December, 1929 and 1928. *Month of January, 1931 and 1930. *Month of December, 1929 and 1928.		

Alien Migration

	June, 1930.	May, 1930.	April, 1930.	March, 1930.	Feb., 1930.	Jan., 1930.
Inbound.....	62,092	53,772	48,219	39,971	30,606	31,838
Outbound.....	21,343	17,121	19,107	22,639	11,607	27,086
Balance.....	+38,149	+36,651	+29,112	+17,332	+18,999	+4,752

Building Permits (Cradstreet's)

	December, 1930.	November, 1930.	October, 1930.	September, 1930.
150 Cities.....	150 Cities.	142 Cities.	142 Cities.	156 Cities.
\$60,809,437.....	\$140,640,514	\$65,503,920	\$128,386,807	\$92,392,049

MEASURES OF BUSINESS ACTIVITY

Bank Clearings

	The Last Week, P.C.	The Week Before, P.C.	Year to Date, P.C.
1931.....	\$7,865,000,000—12.5	\$6,862,000,000—16.3	\$40,268,000,000—11.8
1930.....	9,000,000,000+32.6	8,300,000,000+22.6	46,104,700,000

Gross Railroad Earnings

	Third Week in January, 1931.	Second Week in January, 1931.	First Week in January, 1931.	Month of November, 1930.	From Jan. 1 to Nov. 30, 1930.
1931.....	14 Roads.	13 Roads.	14 Roads.	187 Roads.	187 Roads.
\$21.....	\$13,333,486	\$12,706,388	\$8,078,145	\$692,130,728	\$6,672,374,375
\$20.....	12,456,804	12,334,568	7,270,486	436,105,217	4,728,939,293
Gain or loss.....	+\$86,682	+\$381,880	+\$907,630	+\$154,025,511	+\$943,435,082
	+7.19%	+3.09%	+11.11%	+33.1%	+19.9%

WEEK'S PRICES OF BASIC COMMODITIES

	Current Minimum Price.	High.	Low.	Mean Price 1921.	Mean Price 1920.	Mean Price of Other Years.
Copper: Lake, spot, per lb.....	\$0.1275	\$0.13	\$0.1250	\$0.1275	\$0.1275	\$0.16125
Cotton: Spot, middling upland, lb.....	.1410	.1825	.1360	.15925	.29125	.32625
Cement: Portland, bbl.....	4.10	4.80	4.10	4.45		
Pine: Nor. Car. Roofs 6 in., per 1,000 ft.....	28.50	28.50	27.50	28.00	46.50	44.00
Hides: Packers, No. 1 native, lb.....	.15	.16	.15	.1550	.30	.40
Petroleum: Pennsylvania crude at well, bbl.....	5.00	6.10	5.00	5.55	4.50	
Pig iron: Bessemer, at Pittsburgh, per ton.....	33.96	33.96	33.96	33.96	43.71	33.875
Rubber: Up river, fine, per lb.....	.18	.1925	.17	.18125	.34125	.54
Silk: Japan, Simshu, No. 1, per lb.....	6.00	6.15	5.50	5.5825	11.4275	

Comparison of Week's Commercial Failures (Dun's)

	Week Ended Feb. 3, 1931.	Week Ended Feb. 3, 1930.	Week Ended Feb. 6, 1929.	Week Ended Feb. 7, 1918.	Week Ended Feb. 8, 1917.
To-Over.....	\$4,000.	\$4,000.	\$4,000.	\$4,000.	\$4,000.
East.....	130	67	43	52	34
South.....	113	54	30	41	18
West.....	82	40	34	49	20
Pacific.....	35	14	16	21	7
United States.....	360	175	132	163	69
Canada.....	42	12	18	12	2

Failures by Months

	1931.	1930.	1929.	1918.	1917.
Number.....	1,805	569	8,881	6,451	9,982
Liabilities.....	\$32,136,631	\$7,240,032	\$295,121,805	\$113,291,237	\$163,019,979

OUR FOREIGN TRADE

	December, 1930.	December, 1929.	December, 1928.	December, 1927.	December, 1926.
Exports.....	\$730,493,268	\$681,415,090	\$8,228,400,400	\$7,932,425,990	
Imports.....	266,105,972	380,719,323	5,279,391,364	3,904,364,832	
Balance of exports.....	\$464,387,296	\$300,705,676	\$2,949,009,036	\$4,028,061,158	

Foreign and Domestic Exchange Rates

New York funds in Montreal were quoted at \$127.50@117.50 premium. The discount on Montreal funds in New York was from \$113.00@105.00. The week's range of exchange on the principal foreign centres last week compared as follows:

	Normal Rates of Exchange Demand.	—Last Week.—	—Prev. Week.—	—Yr. to Date.—	—Same Wk., 1930.
	High.	Low.	High.	Low.	High.
4.805—London.....	3.85%	3.79	3.80	3.77%	3.80
5.1812—Paris.....	7.23	6.83	7.38	6.83	5.50
5.1812—Belgium.....	7.91	7.31	7.79	7.22	6.12
5.1812—Switzerland.....	16.02	15.95	16.00	15.75	15.22
5.1812—Italy.....	3.67	3.62	3.78	3.58	3.78
40.20—Holland.....	33.95	33.85	34.04	33.23	34.04
19.30—Greece.....	7.55	7.00	7.70	7.50	7.19
19.30—Spain.....	14.05	13.93	14.00	13.69	14.00
20.80—Copenhagen.....	19.50	19.10	20.10	19.25	20.10
26.80—Stockholm.....	21.90	21.85	22.00	21.00	22.00
26.80—Christiania.....	18.60	18.35	19.00	18.40	19.00
51.44—Russia.....	.52%	.50	.50	.67%	.42%
48.05—Bombay.....	29.50	27.25	29.00	28.50	29.00
48.05—Calcutta.....	29.50	27.25	29.00	28.50	29.00
78.00—Hongkong.....	52.50	48.50	56.50	52.00	52.00
108.32—Shanghai.....	76.00	68.50	82.50	77.00	84.50
49.83—Kobe.....	48.05	48.05	48.50	48.50	48.50
49.83—Yokohama.....	48.05	48.05	48.50	48.50	48.50
50.00—Manila.....	47.50	47.00	46.75	46.00	46.75
42.44—Buenos Aires.....	35.625	35.125	35.625	35.75	35.625
33.55—Rio.....	15.25	14.875	15.625	14.75	15.75
23.83—Germany.....	1.03	1.57	1.85%	1.72	1.85%
20.46—Austria.....	.28	.26	.31	.28	.31
30.26—Czechoslovakia.....	.72	.72	.74	.74	.74
19.30—Belgrade.....	2.90	2.90	2.95	2.95	2.95
19.30—Finland.....	3.00	3.00	3.00	3.00	3.00
19.30—Rumania.....	1.25	1.25	1.48	1.48	1.48

Cables.

4.856—London.....	3.60%	3.70%	3.80%	3.78	3.80%	3.54	3.50	3.19%
5.1812—Paris.....	7.23%	6.83%	7.38%	6.83%	7.38%	5.90%	7.46	6.04
5.1812—Belgium.....	7.91	7.31	7.79	7.22	7.80	6.13	7.44	6.11
5.1812—Switzerland.....	16.07	16.00	16.05	15.80	16.05	15.25	17.20	16.77
5.1812—Italy.....	3.66	3.63	3.79	3.60	3.79	3.41	6.23	5.09
40.20—Holland.....	34.00	33.90	34.07	33.28	34.07	31.375	38.125	37.125
19.30—Greece.....	7.60	7.05	7.75	7.55	7.75	7.24	13.58	13.18
19.30—Spain.....	14.07	13.95	14.02	13.70	14.02	13.19	18.05	17.19
20.80—Copenhagen.....	19.55	19.15	20.05	19.30	20.05	19.60	19.90	14.80
26.80—Stockholm.....	21.95	21.90	22.05	21.67	22.05	20.10	19.50	17.85
26.80—Christiania.....	18.65	18.30	19.05	18.45	19.05	17.35	16.50	16.50
50.44—Russia.....	.62%	.55	.52%	.45	.52%	.40	3.60	2.75
48.05—Bombay.....	29.75	27.50	29.25	29.00	29.50	26.50	48.25	42.00
48.05—Calcutta.....	29.75	27.50	29.25	29.00	29.50	26.50	48.25	42.00
78.00—Hongkong.....	52.60	48.60	56.60	52.10	59.10	52.10	101.50	99.00
108.32—Peking.....	76.10	69.00	82.00	77.10	84.00	77.10	175.50	175.00
108.32—Shanghai.....	71.00	64.50	76.50	70.25	78.50	70.25	163.50	163.00
49.83—Kobe.....	48.75	48.75	48.75	48.50	48.75	48.25	49.00	48.875
49.83—Yokohama.....	48.75	48.75	48.75	48.50	48.75	48.25	49.00	48.875
50.00—Manila.....	47.75	47.25	47.00	46.25	47.00	45.75	49.50	49.25
42.22—Buenos Aires.....	35.75	35.25	35.75	35.25	35.75	33.75	43.25	43.125
33.55—Rio.....	15.375	15.00	15.75	14.875	15.875	14.875	27.125	26.625
23.83—Germany.....	1.63%	1.57%	1.86	1.73	1.86%	1.34%	1.18	1.03
20.26—Austria.....	.28%	.27	.31%	.29	.31%	.19	.38	.30
20.26—Czechoslovakia.....	.72%	.72%	.74%	.74%	.74%	.60		
19.30—Belgrade.....	1.27%	1.22%	1.38%	1.38%	1.39	1.15	1.32	1.32
19.30—Finland.....	2.92	2.92	3.00	3.00	3.00	2.74		
19.30—Finland.....	3.65	3.65	3.65	3.65	3.65	2.85	4.22	4.22
19.30—Rumania.....	1.25%	1.25%	1.49	1.49	1.49	1.25%	1.87	1.87

Cost of Money

	Last Week.	Previous Week.	Year to Date.	Same Week, 1930.
New York.....	9 @ 7	7 @ 6	8 @ 6	25 @ 10
Call loans.....	7 @ 6	7 @ 6	8 @ 6	10 @ 8
Time loans, 60-90 days.....	7 @ 6	7 @ 6	8 @ 6	9 @ 8
Six months.....	7 @ 6	7 @ 6	8 @ 6	9 @ 8
Commercial, 4-6 mos. 8 @ 7%	7 @ 6	7 @ 6	8 @ 6	9 @ 8

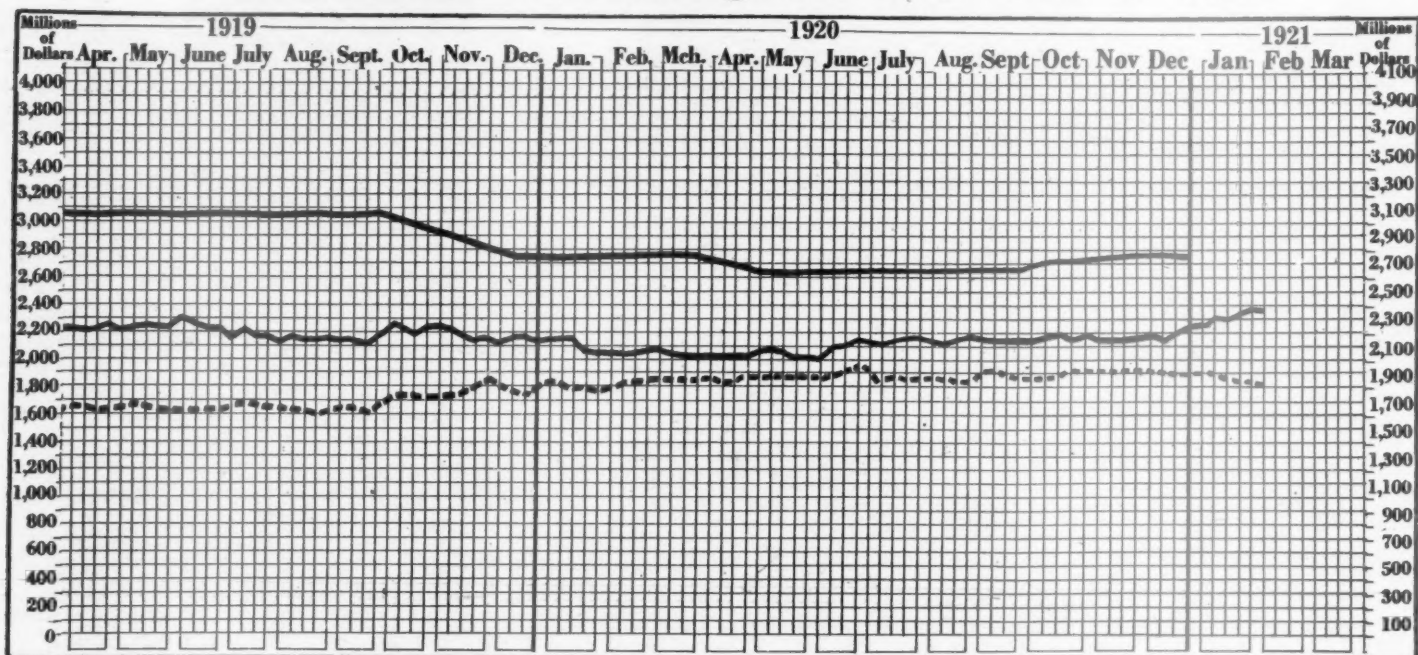
Foreign Government Securities

	Last Week.	Previous Week.	Year to Date.	Same Week, 1930.
British 2%.....	40 @ 98	40 @ 98	40 @ 98	40 @ 98
British 3%.....	85 @ 94	85 @ 94	85 @ 94	85 @ 94
British 4%.....	75 @ 97	75 @ 97	75 @ 97	75 @ 97
French 4% (in Paris).....	58.97 @ 95.35	58.97 @ 95.35	58.97 @ 95.35	58.97 @ 95.35
French War Loan (in Paris).....	85.20 @ 83.95	85.20 @ 83.95	85.20 @ 83.95	85.20 @ 83.95

Bar Gold and Silver

	Last Week.	Prev. Week.	Year to Date.	—Same Week—	
				1930.	1919.
Bar gold in London.....	107s 2d @ 106s 1d	106s 6d @ 106s 7d	115s 11d @ 105s 7d	127s 4d @ 117s 6d	77s 9d
Bar silver in London.....	37s 6d @ 35s 4d	40d @ 36s 4d	42s 6d @ 35s 4d	88s 6d @ 84s 4d	48s 4d
Bar silver in N. Y.....	63s 4d @ 57s 4c	66s 4d @ 62s 4c	66s 4d @ 57s 4c	11.34s @ 61.2s	11.01s

Federal Reserve Gold Holdings and Total Stock of Gold



The space between the base line and the broken line represents the cash reserves required, that between the broken line and the light line the excess reserves, or free gold, and the whole space between the base line and the heavy line represents the total stock of gold. The supply is computed monthly, so that the record can never be brought to the date of publication. The chart records the last figures published.

Bank Clearings					By Telegraph to The Annalist				
Week Ended Saturday, Feb. 5					Last Week				
Central Reserve Cities	1921	1920	1921	1920	1921	1920	1921	1920	1920
New York	\$4,547,668,278	\$5,312,002,811	\$22,539,289,090	\$26,211,968,874	\$81,523,592	\$90,130,243	\$432,717,458	\$463,847,500	
Chicago	324,208,805	623,865,559	2,832,049,776	3,222,611,728	35,550,055	38,033,590	202,832,386	213,708,148	
St. Louis	121,316,930	169,891,049	692,771,256	872,284,976	54,569,204	67,622,472	309,253,260	346,483,710	
Total, 3 C. R. cities	\$5,193,194,033	\$6,105,699,419	\$26,094,110,722	\$30,308,865,578	12,995,300	16,010,500	72,306,000	45,227,300	
Decrease	14.9%		13.8%						
Other Federal Reserve cities:									
Atlanta	\$41,599,840	\$66,481,904	\$238,396,442	\$402,237,400	20,158,507	22,737,461	107,555,765	117,352,447	
Boston	302,620,545	357,871,017	1,606,970,927	2,030,629,597	77,934,000	72,108,000	430,964,000	346,771,000	
Cleveland	104,883,108	117,832,649	618,267,535	650,352,443	28,827,358	25,500,000	132,931,164	88,298,151	
Kansas City, Mo.	157,590,817	234,048,941	851,627,001	1,270,320,572	32,214,895	36,382,618	155,472,980	152,723,357	
Minneapolis	61,288,838	44,030,523	347,361,004	229,030,840	48,098,052	77,681,862	251,124,578	397,446,901	
Philadelphia	440,894,630	483,457,421	2,163,267,874	2,260,249,076	147,732,004	149,742,435	840,827,150	775,271,846	
Richmond	53,887,000	65,592,000	246,892,000	365,459,315	10,342,400	13,653,300	59,159,100	79,405,300	
San Francisco	130,000,000	153,590,813	713,800,000	811,403,029	32,873,117	19,598,149	177,301,537	89,870,100	
Total, 8 cities	\$1,292,764,778	\$1,525,935,268	\$6,786,582,783	\$8,019,682,281	21,455,434	37,739,975	141,234,735	194,584,300	
Decrease	15.2%		15.3%		17,389,260	16,478,971	87,920,408	69,217,903	
Total, 11 cities	\$6,487,958,811	\$7,631,634,687	\$32,880,693,505	\$38,326,547,659			\$3,402,150,560	\$3,380,207,963	
Decrease	14.9%		14.2%						
Total, 25 cities									
Decrease					\$7,109,921,989	\$8,305,052,563	\$36,282,844,065	\$41,706,755,622	
					14.4%		13.0%		

Statements of the Federal Reserve Banks													Feb. 4
Actual Condition	Dist. 1. Boston	Dist. 2. New York	Dist. 3. Philadelphia	Dist. 4. Cleveland	Dist. 5. Richmond	Dist. 6. Atlanta	Dist. 7. Chicago	Dist. 8. St. Louis	Dist. 9. Minneapolis	Dist. 10. Kansas City	Dist. 11. Dallas	Dist. 12. San Fran'co.	
Gold reserve	\$237,927,000	\$395,854,000	\$106,103,000	\$293,699,000	\$91,518,000	\$85,916,000	\$357,342,000	\$93,527,000	\$48,445,000	\$71,481,000	\$39,607,000	\$201,158,000	
Red discounts	32,806,000	424,726,000	108,042,000	52,407,000	48,839,000	56,224,000	126,280,000	38,347,000	17,923,000	78,351,000	16,318,000	36,799,000	
Bills on hand	455,965,000	1,707,634,000	451,289,000	565,710,000	275,381,000	263,947,000	876,580,000	245,365,000	152,962,000	253,438,000	165,778,000	434,904,000	
Due members	112,120,000	670,934,000	105,366,000	150,544,000	59,075,000	45,626,000	245,544,000	67,059,000	43,500,000	80,070,000	50,501,000	112,403,000	
Notes in circulation	264,731,000	796,492,000	254,979,000	312,111,000	150,454,000	170,366,000	501,877,000	124,601,000	72,984,000	102,254,000	71,369,000	253,532,000	
Ratio reserve	66.5	38.1	56.4	66.6	49.0	43.0	51.5	51.4	41.4	40.9	40.0	55.9	

Federal Reserve Bank Statement

Consolidated statement of the twelve Federal Reserve Banks compares as follows:			
RESOURCES	Last Week	Previous Week	Year Ago
Gold coin and certificates	\$199,750,000	\$199,809,000	\$205,393,000
Gold settlement fund, Federal Reserve Board	482,192,000	461,523,000	434,160,000
Gold with foreign agencies	3,300,000	3,300,000	114,321,000
Total gold held by banks	\$685,242,000	\$664,692,000	\$753,874,000
Gold with Federal Reserve agents	1,274,747,000	1,288,450,000	1,116,427,000
Gold redemption fund	151,958,000	152,995,000	121,259,000
Total gold reserves	\$2,111,947,000	\$2,106,137,000	\$1,991,560,000
Legal tender notes, silver, &c.	214,180,000	213,837,000	63,093,000
Total reserves	\$2,326,127,000	\$2,319,974,000	\$2,054,656,000
Bills discounted: Secured by Government war obligations	1,017,152,000	1,048,768,000	1,451,557,000
All other	1,415,921,000	1,407,707,000	751,982,000
Bills bought in open market	167,818,000	165,058,000	554,750,000
Total bills on hand	\$2,600,891,000	\$2,621,533,000	\$2,758,289,000
United States Government bonds	25,849,000	25,849,000	26,776,000
United States Victory notes	19,000	19,000	63,000
United States certificates of indebtedness	259,970,000	261,452,000	276,064,000
Total earning assets	\$2,886,729,000	\$2,908,853,000	\$3,081,192,000
Bank premises	18,244,000	18,228,000	10,586,000
Uncollected items and other deductions from gross deposits	597,980,000	595,096,000	806,971,000
Five per cent. redemption fund against Federal Reserve Bank notes	12,868,000	12,746,000	12,232,000
All other resources	7,105,000	6,830,000	5,048,000
Total resources	\$5,849,053,000	\$5,861,727,000	\$6,040,685,000
LIABILITIES			
Capital paid in	\$100,228,000	\$100,147,000	\$89,119,000
Surplus	292,036,000	292,033,000	120,120,000
Government deposits	50,373,000	52,138,000	42,446,000
Due to members—reserve account	1,742,762,000	1,731,823,000	1,809,438,000
Deferred availability items	423,633,000	430,302,000	654,735,000
Other deposits, including for govt. credits	26,243,000	24,054,000	95,876,000
Total gross deposits	\$2,243,011,000	\$2,238,317,000	\$2,662,495,000
Federal Reserve notes in actual circulation	3,075,750,000	3,090,748,000	2,891,775,000
Fed. Res. Bank notes in circulation, net liab.	197,210,000	202,169,000	248,790,000
All other liabilities	30,818,000	28,310,000	28,596,000
Total liabilities	\$5,849,053,000	\$5,861,727,000	\$6,040,685,000
Ratio of total reserves to net deposit and Federal Reserve note liabilities combined	40.3%	40.0%	44.1%
Ratio of gold reserves to F. R. notes in circulation after setting aside 33 per cent. against net deposit liabilities	56.9%	56.5%	49.7%

Statement of Member Banks

Data for Federal Reserve Cities and in Federal Reserve Branch Cities			
	New York	Chicago	
	Jan. 28	Jan. 21	Jan. 28
Number of reporting banks	72	72	52
Loans sec. by U. S. Gov. obligations	\$344,489,000	\$354,463,000	\$62,892,000
Loans sec. by stocks and bonds	1,122,554,000	1,146,545,000	321,298,000
All other loans and discounts	2,892,429,000	2,910,890,000	874,777,000
Total loans and discounts	4,359,472,000	4,411,898,000	1,258,967,000
U. S. bonds owned (exclusive of bonds borrowed)	254,016,000	254,814,000	17,429,000
U. S. Victory notes	81,294,000	82,088,000	12,688,000
U. S. cfs. of indebtedness	125,911,000	137,513,000	9,907,000
Other bonds, stocks and sec's	557,024,000	562,324,000	133,121,000
Loans, discounts, investm'ts, &c.	5,376,817,000	5,448,737,000	1,432,112,000
Reserve balance with F. R. Bank	570,313,000	581,935,000	132,180,000
Cash in vault	94,834,000	95,076,000	33,149,000
Net demand deposits	4,209,715,000	4,307,429,000	930,616,000
Time deposits	277,607,000	292,195,000	308,677,000
Government deposits	70,920,000	105,139,000	5,577,000
Bills payable	262,186,000	252,127,000	16,089,000
Bills rediscounted	563,424,000	541,871,000	136,636,000
Total	1,028,404,000	1,039,751,000	168,634,000
All Reserve Cities			
	Jan. 28	Jan. 21	Jan. 28
Number of reporting banks	286	286	211
Loans sec. by U. S. Gov. obligations	\$596,250,000	\$612,058,000	\$124,046,000
Loans sec. by stocks and bonds	2,135,123,000	2,160,324,000	490,152,000
All other loans and discounts	6,024,665,000	6,045,543,000	1,639,017,000
Total loans and discounts	8,756,038,000	8,817,925,000	2,253,215,000
U. S. bonds owned (exclusive of bonds borrowed)	431,263,000	431,152,000	223,262,000
U. S. Victory notes	117,374,000	118,761,000	49,399,000
U. S. cfs. of indebtedness	168,057,000	196,000,000	46,920,000
Other bonds, stocks and sec's	1,109,226,000	1,115,311,000	540,504,000
Loans, discounts, investm'ts, &c.	10,581,958,000	10,670,149,000	3,113,300,000
Reserve balance with F. R. Bank	957,726,000	977,168,000	196,956,000
Cash in vault	192,069,000	195,615,000	66,709,000
Net demand deposits	7,414,067,000	7,504,063,000	1,096,067,000
Time deposits	1,342,911,000	1,345,351,000	926,587,000
Government deposits	119,791,000	171,265,000	17,684,000
Bills payable	381,061,000	378,983,000	138,496,000
Bills rediscounted	1,028,404,000	1,039,751,000	154,944,000
All Other Reporting Banks			
	Jan. 28	Jan. 21	Jan. 28
Number of reporting banks	332	332	
Loans secured by U. S. Government obligations	\$91,640,000	\$91,356,000	
Loans secured by stocks and bonds	427,979,000	430,307,000	
All other loans and discounts	1,461,569,000	1,478,200,000	
Total loans and discounts	1,981,188,000	1,999,863,000	
U. S. bonds owned (exclusive of bonds borrowed)	211,810,000	217,929,000	
U. S. Victory notes	37,909,000	36,021,000	
U. S. certificates of indebtedness	27,963,000	31,219,000	
Other bonds, stocks and securities	343,497,000	342,734,000	
Loans, discounts, investments, &c.	2,602,067,000	2,627,766,000	
Reserve balance with Federal Reserve Bank	156,179,000	154,155,000	
Cash in vault	78,355,000	81,310,000	
Net demand deposits	1,531,865,000	1,547,650,000	
Time deposits	649,351,000	646,378,000	
Government deposits	8,430,000	12,105,000	
Bills payable	64,334,000	69,822,000	
Bills rediscounted	140,643,000	145,457,000	

New York Stock Exchange Transactions

Highest and lowest prices of the year are based on sales of 100 shares. Where prices are used for less than that amount they are marked with an asterisk (*).
 Week Ended February 5 Total Sales 2,643,086 Shares

1919.		Yearly Price Ranges		This Year to Date.		STOCKS.	Amount Capital Stock Issued.	Last Dividend		Per Cent.	Last Week's Transactions		Sales.				
High.	Low.	High.	Low.	High.	Low.			Date Paid.	Per Cent.		First.	High.		Low.	Last.	Change.	
64	26%	46	22	35	Jan. 28	26%	ADAMS EXPRESS	12,000,000	Dec. 1, '17	1	32%	31%	30%	- 3%	700		
54	21	10%	14	10%	Jan. 7	10%	Advance Realty	13,163,000	Jan. 3, '21	1%	51%	51%	50	- 1%	300		
76	26%	72	30	40	Jan. 10	40	Advance Realty	11,952,000	Dec. 15, '20	1%	36	36	35%	- 1%	600		
113	60	34	21	30%	Jan. 12	32%	Air Reduction (sh.)	153,030	Dec. 15, '20	81	37	37	34%	+ 1	2,800		
1%	1%	2%	1%	1%	Jan. 11	10%	Ajax Rubber (\$50)	10,000,000	Dec. 15, '20	81	37	37	34%	+ 1	1,800		
3%	1%	3	1%	1%	Jan. 6	1	Alaska Gold Mines (\$10)	1,400,000	Dec. 15, '20	1%	1%	1%	1%	+ 1	3,200		
		87	87	1%	Jan. 6	1	Alas. & Juneau (C. M. (\$10))	13,967,440	Jan. 1, '21	3	8A						
		103	103	103	Jan. 13	44%	All-American Cables	22,991,400	Jan. 14, '21	1%	Q						
		103	103	103	Jan. 13	44%	Alliance Realty	2,000,000	Jan. 17, '20	1%	Q						
		103	103	103	Jan. 13	44%	Allied Chemical & Dye				20%	20%	40%	40%	- 2%	10,207	
		103	103	103	Jan. 13	44%	Allied Chemical & Dye pf.				80%	80%	92	93%	+ 1%	1,200	
		103	103	103	Jan. 13	44%	Allis-Chalmers Mfg.	21,454,700	Nov. 15, '20	1	Q	35%	35%	70	70	- 1%	5,500
		103	103	103	Jan. 13	44%	Allis-Chalmers Mfg. pf.	15,749,100	Jan. 15, '21	1%	Q	80	80	70	70	- 2	300
		103	103	103	Jan. 13	44%	Amal Sugar 1st pf.	5,000,000	Feb. 1, '21	2	Q						
113%	87	95	51	65%	Jan. 6	51%	Am. Agricultural Chemical	31,979,400	Jan. 15, '21	2	Q	56	56	54%	55	- 1%	1,000
102	102	96%	70	84	Jan. 7	74%	Am. Agricultural Chem. pf.	28,453,200	Jan. 15, '21	1%	Q	77%	77%	70	76	+ 1%	700
50	33	48%	39	50	Jan. 5	46%	Am. Bank Note (\$50)	4,485,700	Nov. 15, '20	1	Q						
51%	42	45%	40	44	Jan. 26	43%	Am. Bank Note pf. (\$50)	4,485,650	Jan. 3, '21	75c	Q						
101%	62	100%	32%	49%	Jan. 20	51%	Am. Beet Sugar Co.	15,000,000	Jan. 31, '21	2	Q	45%	46	41%	44%	- 4%	4,800
95	84%	172	84	112%	Jan. 5	74%	Am. Beet Sugar pf.	5,000,000	Dec. 31, '20	2	Q						
143%	84%	128%	73	57%	Jan. 8	49%	Am. Bosch Magneto (sh.)	96,000	Dec. 3, '21	\$2.50	Q	50%	50%	52%	52%	- 4	2,200
		80	49	96%	Jan. 11	42	Am. Brake S. & Fy. new (sh.)	1,000,000	Dec. 30, '20	1%	Q	47	47	47	47	- 1%	100
		100	81%	96%	Jan. 20	83%	Am. Brake S. & Fy. pf. new	9,600,000	Dec. 30, '20	1%	Q						
		101	21%	32%	Jan. 20	25	Am. Can. Co.	41,233,300	Jan. 3, '21	1%	Q	32%	32%	30%	30%	- 2%	29,400
		101	75%	88%	Jan. 20	77%	Am. Can. Co. pf.	41,233,300	Jan. 3, '21	1%	Q	80%	80%	85%	85%	+ 1%	5,400
		101	101	101	Jan. 10	101	Am. Car. & Foundry	30,000,000	Jan. 1, '21	3	Q	123%	123%	120%	122%	+ 1%	1,100
		101	101	101	Jan. 10	101	Am. Car. & Foundry pf.	30,000,000	Jan. 1, '21	3	Q	113	113	113	113	- 1	400
		101	101	101	Jan. 10	101	American Chic (sh.)	149,336	Nov. 1, '21	1	Q	28	28	27%	27%	- 1%	900
		101	101	101	Jan. 10	101	Am. Cotton Oil Co.	20,267,100	June 1, '20	1	Q	23%	23%	24%	24%	- 2%	900
		101	101	101	Jan. 10	101	Am. Cotton Oil Co. pf.	19,198,600	Dec. 1, '20	3	SA	64%	64%	64%	64%	+ 1%	100
		101	101	101	Jan. 10	101	Am. Drug, Syccrate (\$10)	5,250,000	Dec. 15, '20	40c	Q	7%	7%	6%	6%	- 1%	6,100
		101	101	101	Jan. 10	101	American Express	18,000,000	Jan. 3, '21	42	Q	127%	127%	126%	126%	- 3%	250
		101	101	101	Jan. 10	101	Am. Hide & Leather Co.	11,274,100	Jan. 3, '21	1%	Q	10	10	10	10	+ 1%	4,700
		101	101	101	Jan. 10	101	Am. Hide & Leather Co. pf.	12,548,300	Jan. 3, '21	1%	Q	44%	44%	40%	44%	- 1	16,500
		101	101	101	Jan. 10	101	Am. Ice	7,161,400	Jan. 25, '21	12	Q	43	43	43	43	- 1	200
		101	101	101	Jan. 10	101	American Ice pf.	14,920,000	Jan. 25, '21	1%	Q						
132%	103%	109%	43%	40%	Jan. 11	28%	Am. International	49,000,000	Sep. 30, '20	1	Q	47%	47%	42%	44%	- 2%	21,700
89	14%	14%	3%	10%	Jan. 1	8%	Am. La F. Fire Eng. (\$10)	2,110,000	Nov. 15, '20	25c	Q	9%	9%	8%	8%	- 1%	2,000
98%	14%	14%	42	42%	Jan. 29	46	Am. Lined Co.	16,750,000	Dec. 31, '20	1%	Q	62%	62%	50%	57%	- 4%	9,300
17%	58	100%	74	86%	Jan. 11	81%	Am. Locomotive Co.	25,000,000	Dec. 31, '20	1%	Q	83%	83%	81%	81%	- 1%	1,300
100%	100	107	95%	106	Feb. 2	106	Am. Locomotive Co. pf.	25,000,000	Dec. 31, '20	1%	Q	106	106	106	106	+ 1%	500
63	38%	14	17%	20	Jan. 14	19	Am. Malt & Grain (sh.)	55,000	Dec. 31, '20	1%	Q						
		73	64%	71	Jan. 14	66%	Am. Radiator (\$25)	13,806,000	Dec. 31, '20	81	Q	70%	70%	70%	70%	- 1	200
		101	101	101	Jan. 10	101	Am. Radiator pf.	3,000,000	Nov. 15, '20	1%	Q						
		101	101	101	Jan. 10	101	Am. Safety Razor (\$25)	12,400,000	Dec. 1, '20	1%	Q	9	9	8%	8%	- 1	4,000
		101	101	101	Jan. 10	101	Am. Ship & Com. (sh.)	322,150	Dec. 15, '20	1	Q	11	11%	10	10	- 1%	3,200
		101	101	101	Jan. 10	101	Am. Smelt. & Ref. Co.	60,398,000	Dec. 15, '20	1	Q	40%	43%	30%	42	+ 1%	24,200
		101	101	101	Jan. 10	101	Am. Smelt. & Ref. Co. pf.	50,000,000	Dec. 1, '20	1%	Q	81%	82%	81%	82%	+ 1%	1,400
		101	101	101	Jan. 10	101	Am. Smelters pf. A.	9,642,800	Jan. 3, '21	1%	Q	60%	60%	60%	60%	+ 1	200
140	101%	103%	84	101	Jan. 20	95	American Snuff	11,000,000	Jan. 3, '21	2	Q						
47	33%	50	26	31%	Jan. 4	29%	Am. Snuff pf.	3,352,800	Jan. 3, '21	1%	Q						
96%	91%	93%	79	83%	Feb. 5	85%	Am. Steel Found. (33-13)	20,401,000	Jan. 15, '21	75c	Q	30%	30%	28%	29%	- 1%	3,600
148%	111%	142%	82%	96	Jan. 19	100	Am. Steel Found. pf.	8,881,300	Dec. 31, '20	1%	Q	88	88%	88	88%	+ 1	200
119	118%	117%	103%	103	Jan. 10	103	Am. Sugar Ref. Co.	45,000,000	Jan. 3, '21	1%	Q	93%	93%	90%	93	- 1	9,500
120%	100%	105	70	82	Jan. 11	73%	Am. Sugar Ref. Co. pf.	45,000,000	Jan. 3, '21	1%	Q	107%	107%	107	107	- 1	1,200
63	50	52	46%	54	Feb. 1	53	Am. Sumatra Tobacco	14,447,400	Feb. 1, '21	2%	Q	84%	84%	76%	78%	- 2%	4,700
108%	95	100%	92%	99%	Jan. 10	95%	Am. Sumatra Tobacco pf.	1,963,500	Sep. 1, '20	3%	SA						
314%	191%	283	104%	121%	Jan. 28	114	Am. Tel. & Cable	14,000,000	Dec. 1, '20	1%	Q	54	54	54	54	+ 1	100
106	93%	97%	82%	94	Jan. 31	87	Am. Tel. & Tel. Co.	442,202,000	Jan. 15, '21	2	Q	99%	99%	99%	99%	- 1%	4,900
160%	45%	103%	32%	71	Jan. 11	59	Am. Tobacco Co.	40,242,400	Dec. 1, '20	13	Q	110%	110%	110%	110%	- 1%	3,200
110%	94%	106%	88%	97	Jan. 17	95%	Am. Tobacco Co. pf.	49,300,000	Dec. 1, '20	13	Q	110%	110%	110%	110	- 1%	3,200
68%	27%	61%	25%	39%	Jan. 20	32	Am. Tobacco Co. pf. new	51,978,700	Jan. 3, '21	1%	Q	94	94	90%	93	- 1	2,900
21%	21%	14%	9%	12%	Jan. 14	9%	Am. Wholesale pf.	8,227,400	Jan. 1, '21	1%	Q						

New York Stock Exchange Transactions—Continued

1919.		Yearly Price Ranges		This Year to Date.		STOCKS.		Amount Capital Stock Listed.		Last Dividend		Last Week's Transactions					
High.	Low.	High.	Low.	High.	Low.	Date.	Date.	Date Paid.	Per Cent.	Per.iod.	First.	High.	Low.	Last.	Change.	Sales.	
56	34 1/2	44 1/2	22	30 1/2	Jan. 11	27	Jan. 5	Colorado Fuel & Iron.	34,235,500	Nov. 20, '20	2 1/2	Q	20 1/2	20 1/2	27	+ 1 1/2	1,100
120	101 1/2	115	97 1/2	100	Jan. 11	27	Jan. 5	Colorado Fuel & Iron pf.	2,000,000	Nov. 20, '20	2 1/2	Q	20 1/2	20 1/2	27	+ 1 1/2	1,100
31 1/2	19	20	30 1/2	30 1/2	Jan. 11	27	Jan. 5	Colorado & Southern.	31,000,000	Dec. 31, '20	1 1/2	Q	32 1/2	32 1/2	30 1/2	+ 1 1/2	700
58 1/2	48	54	46	51	Jan. 13	50	Jan. 12	Colorado & Southern 1st pf.	8,500,000	Dec. 31, '20	2	SA	50	50	50	+ 1 1/2	200
51 1/2	45	47	35	45	Jan. 24	42	Jan. 20	Colorado & Southern 2d pf.	8,500,000	Dec. 31, '20	4	A	44	45	44	+ 3	400
69	39 1/2	67	50	63	Jan. 29	56 1/2	Jan. 3	Columbia Gas & Electric.	50,000,000	Nov. 15, '20	1 1/2	Q	61 1/2	61 1/2	59 1/2	+ 1 1/2	4,000
75 1/2	50 1/2	65 1/2	39 1/2	75 1/2	Jan. 8	75 1/2	Jan. 5	Columbia Graph. (sh.)	1,311,852	Jan. 1, '21	125c	Q	11 1/2	11 1/2	10 1/2	+ 1 1/2	20,400
95 1/2	91 1/2	92 1/2	52 1/2	90	Jan. 31	49	Jan. 3	Columbia Graph. pf.	10,581,500	Jan. 1, '21	1 1/2	Q	60	60	60	+ 1 1/2	200
63 1/2	37 1/2	50	34	38 1/2	Jan. 19	35 1/2	Jan. 5	Comp. Tab. Rec. (sh.)	131,033	Jan. 20, '21	1	Q	37 1/2	37 1/2	37	+ 1 1/2	700
75	34	70 1/2	31 1/2	74	Jan. 13	52	Jan. 22	Consolidated Cigar (sh.)	103,500	Jan. 15, '21	1 1/2	Q	53	53	53	+ 1 1/2	100
80 1/2	78	80 1/2	70	74	Jan. 20	74	Jan. 20	Consolidated Cigar pf.	4,000,000	Dec. 1, '20	1 1/2	Q	78 1/2	78 1/2	74	+ 1 1/2	900
100 1/2	78 1/2	93 1/2	71 1/2	82	Jan. 19	77 1/2	Jan. 5	Consolidated Gas	100,384,500	Dec. 15, '20	1 1/2	Q	78 1/2	78 1/2	78	+ 1 1/2	900
94	85	94	85	85	Jan. 7	19	Jan. 13	Consol. Coal Md.	40,205,499	Jan. 31, '21	1 1/2	Q	85	85	85	+ 1 1/2	2,200
37 1/2	30 1/2	40 1/2	16	21 1/2	Jan. 7	19	Jan. 13	Consolidated Textile (sh.)	207,355	Jan. 15, '21	75c	Q	20 1/2	20 1/2	19 1/2	+ 1 1/2	500
103 1/2	65 1/2	97 1/2	51 1/2	66	Jan. 29	59 1/2	Jan. 6	Continental Can Co.	13,500,000	Jan. 3, '21	1 1/2	Q	65 1/2	65 1/2	62	+ 1 1/2	800
110	100 1/2	102 1/2	97 1/2	98	Jan. 6	95 1/2	Jan. 11	Continental Can Co. pf.	4,435,000	Jan. 3, '21	1 1/2	Q	100 1/2	100 1/2	98 1/2	+ 1 1/2	800
16	10 1/2	14 1/2	3 1/2	16	Jan. 5	2 1/2	Feb. 3	Continental Candy (sh.)	5,000,000	Oct. 20, '20	2 1/2	Q	10 1/2	10 1/2	10 1/2	+ 1 1/2	800
84 1/2	58	85	63 1/2	65 1/2	Jan. 26	65	Feb. 2	Continental Insur. Co. (sh.)	10,000,000	Jan. 5, '21	\$2.50	SA	65	65	65	+ 1 1/2	400
90	46	103 1/2	61	73 1/2	Jan. 20	65	Jan. 5	Corn Products Refining Co.	49,784,000	Jan. 20, '21	1 1/2	Q	72 1/2	72 1/2	68 1/2	+ 1 1/2	11,900
100 1/2	102	107	104 1/2	107	Jan. 17	100	Jan. 5	Corn Products Refining Co. pf.	29,827,000	Jan. 15, '21	1 1/2	Q	106 1/2	106 1/2	103 1/2	+ 1 1/2	900
79	48	64	45 1/2	79	Jan. 11	73	Jan. 3	Crescent Steel Co.	2,098,500	Dec. 15, '20	3	SA	79	79	79	+ 1 1/2	2,700
261	32 1/2	278 1/2	70	107 1/2	Jan. 11	73	Jan. 3	Crescent Steel Co. pf.	37,500,000	Jan. 3, '21	1 1/2	Q	94 1/2	95 1/2	91 1/2	+ 1 1/2	62,100
106	91	100	80 1/2	91	Jan. 17	88	Jan. 3	Crescent Steel Co. pf.	37,500,000	Dec. 31, '20	1 1/2	Q	94 1/2	95 1/2	91 1/2	+ 1 1/2	62,100
107 1/2	101 1/2	106	93 1/2	94	Jan. 20	93 1/2	Jan. 11	Cuban-American Sugar (sh.)	10,000,000	Jan. 3, '21	1 1/2	Q	30 1/2	30 1/2	27 1/2	+ 1 1/2	4,000
55	20 1/2	30 1/2	16 1/2	25 1/2	Jan. 20	21 1/2	Jan. 5	Cuba Cane Sugar (sh.)	500,000	Jan. 3, '21	1 1/2	Q	22 1/2	23 1/2	21 1/2	+ 1 1/2	5,500
87 1/2	60 1/2	85 1/2	54 1/2	67	Jan. 20	61 1/2	Jan. 5	Cuba Cane Sugar pf.	50,000,000	Jan. 3, '21	1 1/2	Q	64 1/2	64 1/2	63 1/2	+ 1 1/2	900
40	25	31	15	21	Jan. 4	20 1/2	Jan. 4	DAVISON CHEMICAL (sh.)	197,399	Nov. 15, '20	\$1	Q	30 1/2	30 1/2	30 1/2	+ 1 1/2	100
103	93 1/2	101	92	93 1/2	Jan. 12	90 1/2	Jan. 5	De Beers Con. M. (sh.)	62,800	Jan. 27, '21	75c	Q	93 1/2	93 1/2	92 1/2	+ 1 1/2	1,000
120	111	108	83 1/2	102	Jan. 10	90 1/2	Jan. 20	Deere & Co. (sh.)	37,828,000	Dec. 1, '20	1 1/2	Q	101 1/2	101 1/2	100 1/2	+ 1 1/2	600
217	172 1/2	200 1/2	165	220	Jan. 10	208	Jan. 20	Delaware & Hudson	42,503,000	Dec. 20, '20	2 1/2	Q	215	215	215	+ 1 1/2	100
15 1/2	9	10	3 1/2	15 1/2	Jan. 31	1 1/2	Jan. 5	Delaware, Lack. & West. (\$50)	42,277,000	Jan. 20, '21	5	Q	15 1/2	15 1/2	15 1/2	+ 1 1/2	8,000
24	6 1/2	16 1/2	1 1/2	24	Jan. 29	1 1/2	Jan. 5	Denver & Rio Grande	38,000,000	Jan. 15, '21	2 1/2	Q	24	24	24	+ 1 1/2	34,000
120	110	108	96 1/2	110	Jan. 11	109 1/2	Jan. 3	Detroit Edison	27,636,900	Oct. 15, '20	2	Q	120	120	120	+ 1 1/2	1,000
105	101	101	85	101	Jan. 11	101	Jan. 3	Detroit United Railway	15,000,000	Dec. 1, '20	2	Q	105	105	105	+ 1 1/2	1,000
10 1/2	10 1/2	13	9 1/2	12 1/2	Jan. 31	10 1/2	Jan. 3	Dome Mines (\$10)	4,000,000	Jan. 20, '21	25c	Q	12 1/2	12 1/2	12 1/2	+ 1 1/2	3,100
6 1/2	2 1/2	8	1 1/2	6 1/2	Jan. 3	6 1/2	Feb. 1	Duluth, South Shore & Atlantic	12,000,000	Jan. 20, '21	1 1/2	Q	6 1/2	6 1/2	6 1/2	+ 1 1/2	500
11 1/2	5 1/2	12 1/2	4 1/2	11 1/2	Jan. 3	11 1/2	Jan. 3	Durham Hosiery Class B (\$50)	3,252,850	Jan. 3, '21	\$87 1/2	Q	11 1/2	11 1/2	11 1/2	+ 1 1/2	1,000
63	61 1/2	67 1/2	27	37	Jan. 20	27	Jan. 8	Durham Hosiery pf.	3,000,000	Jan. 3, '21	1 1/2	Q	63	63	63	+ 1 1/2	1,000
101 1/2	102 1/2	102 1/2	84	101 1/2	Jan. 8	88	Jan. 8	EASTMAN KODAK	19,586,200	Jan. 1, '21	15	Q	101 1/2	101 1/2	101 1/2	+ 1 1/2	65
137	130	130	111 1/2	137	Jan. 5	137	Jan. 3	Electric Storage Battery	19,891,800	Jan. 3, '21	3	Q	137	137	137	+ 1 1/2	1,000
43	23 1/2	28	13 1/2	19	Jan. 27	17	Jan. 25	Elk Horn Coal (\$50)	12,000,000	Sep. 11, '19	75c	Q	43	43	43	+ 1 1/2	500
49	39	45	32 1/2	40	Jan. 8	39	Jan. 19	Elk Horn Coal pf. (\$50)	6,000,000	Dec. 10, '20	75c	Q	49	49	49	+ 1 1/2	500
43	24 1/2	29	15 1/2	34	Jan. 19	34	Jan. 6	Emerson Brantingham	10,132,500	Nov. 1, '20	1 1/2	Q	43	43	43	+ 1 1/2	300
101	88	91	40	101	Jan. 15	91	Jan. 14	Emerson Brantingham pf.	12,170,500	Nov. 1, '20	1 1/2	Q	101	101	101	+ 1 1/2	300
150	80	147	47	63 1/2	Jan. 31	52	Jan. 5	Endicott-Johnson (\$50)	16,399,000	Jan. 1, '21	\$1.25	Q	150	150	150	+ 1 1/2	6,100
107 1/2	101 1/2	104	84	107 1/2	Jan. 29	87	Jan. 5	Endicott-Johnson pf.	14,500,000	Jan. 1, '21	\$1.25	Q	107 1/2	107 1/2	107 1/2	+ 1 1/2	6,100
23 1/2	12 1/2	21 1/2	9 1/2	14 1/2	Jan. 3	13	Jan. 22	Erie 1st pf.	112,481,900	Jan. 1, '21	1 1/2	Q	23 1/2	23 1/2	23 1/2	+ 1 1/2	4,100
33	18 1/2	30 1/2	16 1/2	21 1/2	Jan. 12	19 1/2	Jan. 27	Erie 2d pf.	47,904,000	Apr. 9, '07	2	Q	33	33	33	+ 1 1/2	2,200
23 1/2	13 1/2	22 1/2	12	15 1/2	Jan. 12	14	Jan. 19	Erie 2d pf.	16,000,000	Apr. 9, '07	2	Q	23 1/2	23 1/2	23 1/2	+ 1 1/2	300
94	73	93 1/2	42	4													

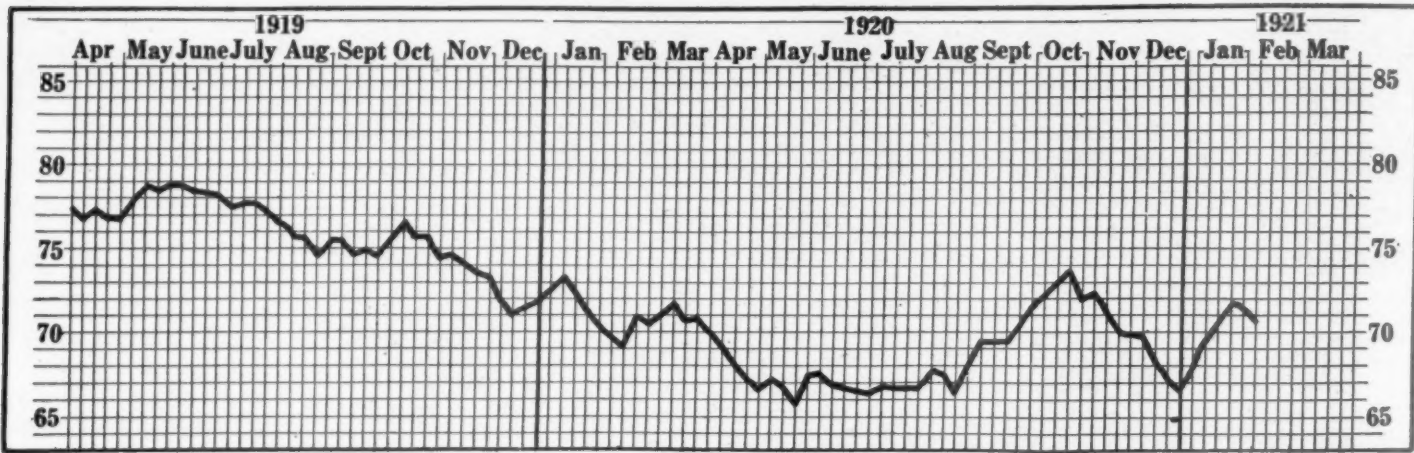
New York Stock Exchange Transactions—Continued

[illegible]

New York Stock Exchange Transactions—Continued

Early 1920.				Price Range.				This Year to Date.				STOCKS.				Amount Capital Stock Listed.		Last Dividend.		Last Week's Transactions.						
High.	Low.	High.	Low.	High.	Low.	Date.	Low.	Date.								Date Paid.	Per Cent.	Per.iod.	First.	High.	Low.	Last.	Change.	Sales.		
64 1/2	41 1/2	48 1/2	20	25 1/2	Jan. 11	22 1/2	Feb. 4	Sinclair Cons. Oil (sh.)	3,881,431							Nov. 10, '20	1 1/2	Q	24 1/2	24 1/2	22 1/2	23	- 1 1/2	33,800		
89	49 1/2	82 1/2	45	26	Jan. 11	50	Feb. 3	Gloss-Sheffield Steel & Iron	10,000,000							Nov. 10, '20	1 1/2	Q	31	31	30	30	- 1 1/2	300		
97 1/2	85	94 1/2	75					Gloss-Sheffield Steel & Iron pf.	6,000,000							Jan. 3, '21	1 1/2	Q	103	103	95	95	- 4	200		
25 1/2	132	310	70	99	Jan. 26	80	Jan. 7	South Porto Rico Sugar	5,625,000							Dec. 31, '20	2	Q	103	103	95	95	- 4	200		
117	107	116	105					South Porto Rico Sugar pf.	3,000,000							Dec. 31, '20	2	Q	103	103	95	95	- 4	200		
115	91 1/2	118 1/2	88 1/2	101	Jan. 3	95	Feb. 4	Southern Pacific	302,087,400							Jan. 21, '21	2 1/2	Q	98 1/2	98 1/2	95	95	- 2 1/2	20,300		
		137 1/2	137 1/2					Southern Pac. trust receipts	1,047,200										21 1/2	21 1/2	18 1/2	18 1/2	- 2 1/2	81,125		
		2 1/2	2 1/2	20 1/2	Jan. 3	18 1/2	Feb. 4	Southern Pacific rights											21 1/2	21 1/2	18 1/2	18 1/2	- 2 1/2	81,125		
53	20 1/2	33 1/2	18	24 1/2	Jan. 13	21 1/2	Feb. 4	Southern Railway	94,590,300							Dec. 30, '20	2 1/2	SA	23 1/2	23 1/2	21 1/2	22	- 1	10,300		
72 1/2	52 1/2	66 1/2	50	60	Jan. 13	57	Feb. 4	Southern Railway pf.	38,758,100							Dec. 30, '20	2 1/2	SA	58 1/2	58 1/2	57	57	- 2	1,150		
50	50	51 1/2	51 1/2					St. Ry. M. & O. stk. t. r.	5,700,200							Jan. 1, '21	2	SA								
100	124	100	100	100	Jan. 3	100	Jan. 3	Standard Milling	7,390,000							Nov. 30, '20	2 1/2	Q	75 1/2	75 1/2	75 1/2	75 1/2	+	50		
94 1/2	83 1/2	85	77 1/2					Standard Milling pf.	6,488,300							Nov. 30, '20	2 1/2	Q	156	156	152 1/2	154	- 5	900		
		144 1/2	144 1/2	132 1/2	Jan. 3	132 1/2	Jan. 3	Standard Oil N. J.	1,823,340							Dec. 15, '20	1 1/2	Q	106 1/2	106 1/2	108 1/2	108 1/2	+	2,730		
		113 1/2	100 1/2	110	Jan. 20	105 1/2	Jan. 3	Standard Oil N. J. pf.	196,676,600							Dec. 15, '20	1 1/2	Q	106 1/2	106 1/2	108 1/2	108 1/2	+	2,730		
		91 1/2	77	81 1/2	Feb. 2	79	Jan. 8	Steel & Tube pf.	17,500,000							Jan. 1, '21	1 1/2	Q	81 1/2	81 1/2	81	81 1/2	+	700		
		97 1/2	90	88 1/2	Jan. 22	85	Jan. 12	Stern Bros. pf.	3,000,000							Dec. 1, '20	13 1/2	Q								
		51 1/2	24 1/2	37	Jan. 24	27	Jan. 3	St. Mari War. Sp. (sh.)	433,322							Nov. 15, '20	\$1	Q	33	33	31	31 1/2	- 1 1/2	2,400		
		118 1/2	22 1/2	42 1/2	Jan. 7	31 1/2	Jan. 3	Stromberg Carb. (sh.)	74,920							Jan. 3, '21	50	Q	39 1/2	37 1/2	35 1/2	37 1/2	- 1 1/2	101,200		
		126 1/2	37 1/2	70	Jan. 31	85	Jan. 3	Studebaker Co.	60,000,000							Dec. 1, '20	1 1/2	Q	50	50	50	50	+	50		
		144 1/2	108 1/2	108 1/2	Jan. 20	108 1/2	Jan. 3	Studebaker Co. pf.	10,260,000							Nov. 15, '20	1 1/2	Q	50	50	50	50	+	50		
		8 1/2	108 1/2	8 1/2	Jan. 20	8 1/2	Jan. 3	Submarine Boat (sh.)	75,920							Feb. 1, '21	50	SA	9 1/2	9 1/2	8 1/2	8 1/2	- 1/2	1,800		
		20 1/2	11 1/2	13 1/2	Jan. 3	10 1/2	Feb. 5	Superior Oil (sh.)	3,882,813							Dec. 20, '20	50	Q	12 1/2	12 1/2	10 1/2	11	- 1 1/2	7,000		
		52	60	41	Jan. 13	40 1/2	Jan. 6	Superior Steel	6,000,000							Feb. 1, '21	1 1/2	Q	42 1/2	43 1/2	43	43 1/2	+	2,000		
		95 1/2	102	96	Jan. 13	97 1/2	Jan. 13	Superior Steel st. pf.	2,370,300							Nov. 15, '20	2	Q								
		47	19 1/2	25 1/2	Jan. 8	21	Jan. 28	TEMTOR CORN & F. PROD.																		
		38	38					Ciras A (sh.)	137,000							Oct. 5, '20	\$1									
		15 1/2	5 1/2	6 1/2	Jan. 10	7 1/2	Jan. 3	Do Class B (sh.)	55,550							Oct. 5, '20	\$1									
		53 1/2	40	19	Jan. 20	41 1/2	Jan. 4	Tenn. C. & C. cis.	733,683							May 13, '18	\$1									
		104 1/2	92	101 1/2	Jan. 20	94 1/2	Jan. 3	Texas Co. (sh.)	130,982,000							Dec. 31, '20	3	Q	43 1/2	44	42	42 1/2	- 1 1/2	24,500		
		27 1/2	14	24 1/2	Feb. 4	10 1/2	Jan. 5	Do warrants											43 1/2	44	42	42 1/2	- 1 1/2	24,500		
		53 1/2	22	26 1/2	Jan. 21	26 1/2	Jan. 3	Texas & Pacific	38,760,000							Jan. 3, '21	74 1/2	Q	22 1/2	24 1/2	20 1/2	21 1/2	- 2 1/2	62,500		
		47	19 1/2	25 1/2	Jan. 8	21	Jan. 28	Texas & P. Coal & O.	6,000,000							Jan. 3, '21	74 1/2	Q	35	35 1/2	31	32 1/2	- 2 1/2	29,000		
400	180	420	210	211	Jan. 8	210	Jan. 20	Texas Pac. Land Tr.	2,600,700										210	210	210	210	+	75		
25 1/2	11	22 1/2	9 1/2	19 1/2	Feb. 5	13	Jan. 13	Third Avenue	16,590,000							Oct. 1, '16	1	Q	16 1/2	19 1/2	16	19	- 3	3,800		
27 1/2	207	222	180	170	Jan. 8	167	Jan. 17	Time Water Oil	40,574,700							Dec. 31, '20	1	Q	10 1/2	11 1/2	10 1/2	11	- 1/2	1,100		
		34 1/2	16	34 1/2	Jan. 3	6 1/2	Jan. 3	Times Square Auto Sup. (sh.)	189,750							Jan. 27, '21	502 1/2	Q	50	50	50	50	+	2,500		
		106	80	97 1/2	Jan. 20	51	Jan. 6	Tobacco	17,000,000							Nov. 15, '20	1 1/2	Q	50 1/2	51 1/2	50 1/2	50 1/2	- 1/2	1,100		
		97 1/2	80	91 1/2	Jan. 13	81 1/2	Jan. 6	Tobacco Products pf.	8,000,000							Jan. 3, '21	1 1/2	Q	87 1/2	87 1/2	87 1/2	87 1/2	- 2 1/2	100		
13 1/2	5	19 1/2	8	12 1/2	Jan. 11	10	Jan. 6	T. St. L. & W. cis. of d.	9,900,800										9 1/2	9 1/2	9 1/2	9 1/2	+	50		
25 1/2	10	24 1/2	11	20	Jan. 6	18 1/2	Jan. 6	T. St. L. & W. pf. cis. of d.	9,466,800										10 1/2	10 1/2	9	10 1/2	- 1	9,900		
62 1/2	34 1/2	38 1/2	5 1/2	12 1/2	Jan. 10	7 1/2	Jan. 3	Transcontinental Oil (sh.)	2,000,000										10 1/2	10 1/2	9	10 1/2	- 1	9,900		
74 1/2	37 1/2	66 1/2	34 1/2	43	Jan. 11	39	Jan. 6	Transue & Wms. (sh.)	100,000							Jan. 20, '21	\$1.25	Q	41 1/2	42	40 1/2	40 1/2	- 1 1/2	1,500		
60	29 1/2	43	27 1/2	39	Jan. 24	36 1/2	Jan. 4	Twin City Rap. Transit.	22,000,000							Jan. 3, '21	1	Q								
162 1/2	101 1/2	80	77 1/2					Twin City Rap. Transit. pf.	8,000,000							Jan. 1, '21	1 1/2	Q								
197 1/2	115	200	121	150	Jan. 18	145	Jan. 6	UNDERWOOD TYPEWR.	9,000,000							Jan. 1, '21	2	Q								
121	112	110	100	101 1/2	Jan. 18	104 1/2	Jan. 18	Underwood Typewriter pf.	3,900,000							Jan. 1, '21	1 1/2	Q								
43 1/2	34 1/2	38	24 1/2	34 1/2	Jan. 6	20 1/2	Jan. 3	Union Bag & Paper	14,807,000							Dec. 13, '20	2	Q	23 1/2	23 1/2	21 1/2	22	- 1 1/2	4,500		
43 1/2	34 1/2	38	24 1/2	34 1/2	Jan. 6	20 1/2	Jan. 3	Union Oil (sh.)	1,165,657							Jan. 2, '21	2 1/2	Q	120	120	118	118 1/2	- 1 1/2	7,900		
43 1/2	34 1/2	38	24 1/2	34 1/2	Jan. 6	20 1/2	Jan. 3	Union Pacific	222,291,600							Jan. 2, '21	2 1/2	Q	120	120	118	118 1/2	- 1 1/2	7,900		
74 1/2	63	69 1/2	61 1/2	67 1/2	Jan. 20	64 1/2	Jan. 3	Union Pacific pf.	99,543,800							Oct. 1, '20	2	SA	66 1/2	66 1/2	66 1/2	66 1/2	+	400		
58 1/2	37 1/2	53	27 1/2	31	Jan. 4	31	Jan. 3	United Al. St. t. cis. (sh.)	325,000							Jan. 20, '21	1	Q	32	32 1/2	31 1/2	31 1/2	- 1/2	1,400		
25 1/2	107 1/2	170	126	138	Jan. 11	148	Jan. 11	United Clear Stores	1,296,300							Nov. 15, '20	2 1/2	Q								
122	106	111 1/2	98 1/2	106	Jan. 19	106	Jan. 19	United Clear Stores pf.	4,469,800							Dec. 15, '20	1 1/2	Q								
175 1/2	90 1/2	148	91	106	Jan. 19	94 1/2	Jan. 6	United Drug	29,061,100							Jan. 3, '21	2	Q	103	103	101	101 1/2	- 1 1/2	700		
53 1/2	34 1/2	38	24 1/2	34 1/2	Jan. 6	20 1/2	Jan. 3	United Drug 1st pf. (\$50)	16,321,350							Feb. 1, '21	87 1/2	Q	50	50	50	50	+	100		
96	96	96	86 1/2					United Dyewood	4,500,000							Jan. 3, '21	1 1/2	Q								
215	157	224 1/2	176	207	Jan. 7	101 1/2	Jan. 17	United Fruit Co.	50,316,500							Jan. 15, '21	4	Q	108	108	105	106 1/2	- 1 1/2	5,800		
15 1/2	7 1/2	15 1/2	7 1/2					United Rys. Inv. Co.	20,400,000							Jan. 10, '21	1	Q	108	108	105	106 1/2	- 1 1/2	5,800		
34 1/2	15	32 1/2	14	27 1/2	Jan. 4	19 1/2	Jan. 14	United Rys. Inv. Co. pf.	15,600,000							Jan. 10, '21	1	Q	21 1/2	21 1/2	21 1/2	21 1/2	+	1,400		
119 1/2	80 1/2	96 1/2	45 1/2	57 1/2	Jan. 19	51 1/2	Jan. 3	United Retail Stores (sh.)	295,335							Dec. 15, '20	15	Q	56 1/2	56 1/2	52 1/2	54 1/2	- 1 1/2	16,400		
38 1/2	14	25 1/2	10 1/2	14 1/2	Jan. 19	11 1/2	Jan. 3	U. S. C. I. Pipe & Fdy. Co.	12,000,000							Dec. 1, '20	1	Q	13 1/2	13 1/2						

The Trend of Bond Prices—Average of 40 Listed Issues



Stock Exchange Bond Trading

Week Ended February 5

Total Sales \$68,240,950 Par Value

Range, 1921										Range, 1921										Range, 1921										Range, 1921																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																				
High	Low	Sales	High	Low	Sales	High	Low	Sales	High	Low	Sales	High	Low	Sales	High	Low	Sales	High	Low	Sales	High	Low	Sales	High	Low	Sales	High	Low	Sales	High	Low	Sales	High	Low	Sales																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																															
100%	87%	3	Am. Ag. Ch. deb. 3s, 100%	100%	100%				70	62%	1	Col. Industrial 3s... 70	70	70	+ 6%				46	36	2	M. K. & T. 2d. 4s. c. of d. 36	36	36	36	- 1				33	30	3	Nat. Ry. Mex. con. 4s, 33	33	33	+ 3																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																														
98%	88	10	Am. Ag. Ch. cv. 5s, 93%	90%	90%	- 3%			91%	90	2	Clev., L. & W. 1st 5s 90	90	90	- 1 1/4				55	51 1/2	8	M. K. & T. 1st. c. of d. 55	54	54	54	- 3				30	25	2	M. K. & T. ext. 5s, 30	30	30	30	..																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																													
99%	90	6	Am. Dock & L. 5s, 90%	90	90				81	79%	4	Col. & Son. 1st 4s, 82	81	81	- 2				87	85 1/2	8	Mo. Pac. ref. 5s, 86	85 1/2	85 1/2	86	- 1/2				86	85	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	86	85 1/2	

Stock Exchange Bond Trading—Continued

Range, 1921					Range, 1921					Range, 1921				
High	Low	Sales	High	Low	High	Low	Sales	High	Low	High	Low	Sales	High	Low
63 1/2	58	24	San An. & A. P. 4s. 6 1/2	61 1/2	63	61	63	85	82	7	Virginian Ry. 5s. 8 1/2	83 1/2	84 1/2	85
13	11	3	S. A. L. ref. 4s. 11	12	11	11	11	80	84 1/2	7	WABASH 1st 5s. 8 1/2	88 1/2	89 1/2	89
69	65 1/2	1	S. A. L. ref. 4s. 6 1/2	68 1/2	69	69	69	80	75	1	Wabash 2d 5s. 7 1/2	79	79	79
57	52 1/2	1	S. A. L. ref. 4s. 5 1/2	55	55	55	55	80	53	2	Wab. Om. Div. 5s. 5 1/2	53	53	53
55	49	209	S. A. L. ref. 4s. 5 1/2	52	49	49	49	80	53	2	Wabash Term. 4s. 6 1/2	62	62	62
39 1/2	35	64	S. A. L. ref. 4s. 5 1/2	35	35	35	35	80	84	1	Wash. Water P. 5s. 8 1/2	84	84	84
100 1/2	90 1/2	23	So. Pac. conv. 4s. 9 1/2	91	90	90	90	80	79 1/2	1	Wash. Term. 4s. 6 1/2	79 1/2	79 1/2	79 1/2
79 1/2	75 1/2	186	So. Pac. conv. 4s. 7 1/2	78 1/2	78	78	78	80	79 1/2	1	West. Electric 5s. 6 1/2	64 1/2	64 1/2	64 1/2
78 1/2	75 1/2	120	So. Pac. ref. 4s. 7 1/2	77 1/2	77	77	77	80	79 1/2	1	Western Md. 4s. 5 1/2	53 1/2	53 1/2	53 1/2
73	70	11	So. Pac. ref. 4s. 7 1/2	72 1/2	71 1/2	71 1/2	71 1/2	80	79 1/2	1	W. N. Y. & P. 1st 5s. 8 1/2	88	88	88
70	67	7	So. Pac. S. F. Ter. 4s. 7 1/2	71 1/2	71 1/2	71 1/2	71 1/2	80	79 1/2	1	W. U. Tel. col. tr. 5s. 8 1/2	85	85	85
90	85	35	Southern Ry. 5s. 8 1/2	87 1/2	87 1/2	87 1/2	87 1/2	80	79 1/2	1	W. U. Tel. r. e. 4s. 8 1/2	80 1/2	80 1/2	80 1/2
61 1/2	57	73	Southern Ry. gen. 4s. 6 1/2	59	59	59	59	80	79 1/2	1	W. U. Tel. r. e. 4s. 8 1/2	80 1/2	80 1/2	80 1/2
71 1/2	67	20	So. Ry. S. L. Div. 4s. 6 1/2	69	69	69	69	80	79 1/2	1	W. U. Tel. r. e. 4s. 8 1/2	80 1/2	80 1/2	80 1/2
60	50	25	So. Ry. M. & O. Col. 4s. 5 1/2	59	59	59	59	80	79 1/2	1	W. U. Tel. r. e. 4s. 8 1/2	80 1/2	80 1/2	80 1/2
86	80	8	So. Ry. Mem. Div. 4s. 5 1/2	83	83	83	83	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2
101 1/2	101 1/2	10	Stand. Oil Cal. 7s. 10 1/2	101 1/2	101 1/2	101 1/2	101 1/2	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2
87	85	1	Stand. Oil Ind. 7s. 8 1/2	87	87	87	87	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2
95 1/2	95 1/2	45	Steel & Tube 7s. 9 1/2	95 1/2	95 1/2	95 1/2	95 1/2	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2
90	87 1/2	3	TENN. COP. cv. 4s. 90	87 1/2	87 1/2	87 1/2	87 1/2	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2
81 1/2	77	11	Texas & Pac. 1st 5s. 81	80 1/2	80 1/2	80 1/2	80 1/2	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2
47	40	21	Third Av. ref. 4s. 47	43 1/2	43 1/2	43 1/2	43 1/2	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2
30 1/2	27	120	Third Av. ref. 4s. 27	27	27	27	27	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2
83 1/2	76	1	Third Av. 1st 5s. 83 1/2	79	79	79	79	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2
98 1/2	98 1/2	27	Tidewater Oil (sw.) 98 1/2	98 1/2	98 1/2	98 1/2	98 1/2	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2
53	45 1/2	26	Tol. St. L. & W. 4s. 47 1/2	45 1/2	45 1/2	45 1/2	45 1/2	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2
15	15	1	T. St. L. & W. 4s. 15	15	15	15	15	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2
84 1/2	79 1/2	59	UNION PAC. 1st 4s. 83	82	82	82	82	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2
84 1/2	79 1/2	59	UNION PAC. 1st 4s. 83	82	82	82	82	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2
101 1/2	91 1/2	105	Union Pacific 4s. 100 1/2	100	100 1/2	100 1/2	100 1/2	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2
50 1/2	49	7	U. Ry. St. L. 4s. 50 1/2	50 1/2	50 1/2	50 1/2	50 1/2	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2
23	20	10	Un. Ry. San Fr. 4s. 23	20	20	20	20	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2
22 1/2	20 1/2	41	Un. Ry. San Fr. 4s. 22 1/2	20 1/2	20 1/2	20 1/2	20 1/2	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2
84 1/2	79 1/2	60	U. S. Realty & I. 5s. 84 1/2	83 1/2	83 1/2	83 1/2	83 1/2	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2
101 1/2	91 1/2	148	U. S. Realty & I. 5s. 100 1/2	100	100 1/2	100 1/2	100 1/2	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2
79 1/2	76	74	U. S. Rub. 1st & ref. 79 1/2	77	77	77	77	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2
100 1/2	94 1/2	2	U. S. Rub. 1st & ref. 94 1/2	97 1/2	97 1/2	97 1/2	97 1/2	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2
94 1/2	90 1/2	2	U. S. S. & M. 4s. 92 1/2	92 1/2	92 1/2	92 1/2	92 1/2	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2
93 1/2	92	214	U. S. Steel 4s. 93 1/2	94 1/2	94 1/2	94 1/2	94 1/2	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2
91	89 1/2	1	Utah & Nor. 1st 5s. 90 1/2	90 1/2	90 1/2	90 1/2	90 1/2	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2
80 1/2	75	35	Utah Power & L. 5s. 80 1/2	80 1/2	80 1/2	80 1/2	80 1/2	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2
94	90 1/2	1	VA-CAR. CH. 1st 5s. 93	93	93	93	93	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2
21 1/2	21	1	V.C. & Pac. 1st 4s. 21 1/2	21	21	21	21	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2
82 1/2	81	2	Va. Iron. C. & C. 5s. 82 1/2	82 1/2	82 1/2	82 1/2	82 1/2	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2
67 1/2	65	1	Va. Ry. & Pow. 5s. 65	65	65	65	65	80	79 1/2	1	Wilson & Co. 1st 5s. 8 1/2	85 1/2	85 1/2	85 1/2

Transactions on the New York Curb

WEEK ENDED FEBRUARY 5, 1921

Trading by Days										Range, 1921										Range, 1921									
Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	High	Low	Sales	High	Low	Sales	High	Low	Sales	High	Low	Sales	High	Low	Sales	High	Low	Sales						
65,835	97,060	457,510	921,000	45,000	100	100	94	100	100	94	100	100	94	100	100	94	100	100	94	100	100	94	100						
37,914	90,790	494,630	801,000	165,000	100	100	94	100	100	94	100	100	94	100	100	94	100	100	94	100	100	94	100						
32,185	101,694	375,500	875,000	126,000	100	100	94	100	100	94	100	100	94	100	100	94	100	100	94	100	100	94	100						
31,280	96,030	480,285	817,000	100,000	100	100	94	100	100	94	100	100	94	100	100	94	100	100	94	100	100	94	100						
62,945	132,380	707,900	1,000,000	100,000	100	100	94	100	100	94	100	100	94	100	100	94	100	100	94	100	100	94	100						
162,190	86,410	285,885	372,000	100,000	100	100	94	100	100	94	100	100	94	100	100	94	100	100	94	100	100	94	100						
Total					111,440	904,964	2,587,520	4,063,000	336,000																				

INDUSTRIALS										Range, 1921										Range, 1921									
High	Low	Sales	High	Low	Sales	High	Low	Sales	High	Low	Sales	High	Low	Sales	High	Low	Sales	High	Low	Sales	High	Low	Sales						
900	890	1	Acme Coal	890	900	890	1	1,250	1,200	1,250	1,200	1	1,250	1,200	1	1,250	1,200	1	1,250	1,200	1	1,250	1,200						
100	95	1	Aetna Explosives	95	100	95	1	15,200	14,500	15,200	14,500	1	15,200	14,500	1	15,200	14,500	1	15,200	14,500	1	15,200	14,500						
2,900	2,800	1	Amer. Writ. Paper	2,800	2,900	2,800	1	23,900	23,000	23,900	23,000	1	23,900	23,000	1	23,900	23,000	1	23,900	23,000	1	23,900	23,000						
400	380	1	Amer. Candy	380	400	380	1	1,500	1,400	1,500	1,400	1	1,500	1,400	1	1,500	1,400	1	1,500	1,400	1	1,500	1,400						
200	180	1	Amal. Leather pf.	180	200	180	1	30,700	29,500	30,700	29,500	1	30,700	29,500	1	30,700	29,500	1	30,700	29,500	1	30,700	29,500						
200	180	1	Armour Leather	180	200	180	1	1,200	1,100	1,200	1,100	1	1,200	1,100	1	1,200	1,100	1	1,200	1,100	1	1,200	1,100						
300	280	1	Arm. Refrigerator	280	300	280	1	1,200	1,100	1,200	1,100	1	1,200	1,100	1	1,200	1,100	1	1,200	1,100	1	1,200	1,100						
900	850	1	Automatic Fuel S.	850	900	850	1	1,200	1,100	1,200	1,100	1	1,200	1,100	1	1,200	1,100	1	1,200	1,100	1	1,200	1,100						
700	650	1	Brit-Am. Chem.	650	700	650	1	2,400	2,300	2,400	2,300	1	2,400	2,300	1	2,400	2,300	1	2,400	2,300	1	2,400	2,300						
40	35	1	Beaver-board	35	40	35	1	21,000	20,500	21,000	20,500	1	21,000	20,500	1	21,000	20,500	1	21,000	20,500	1	21,000	20,500						
7,500	7,000	1	Bilas (E. W.) new	7,000	7,500	7,000	1	12,300	12,000	12,300	12,000	1	12,300	12,000	1	12,300	12,000	1	12,300	12,000	1	12,300	12,000						
5,800	5,500	1	Br-Am. Tob. conv	5,500	5,800	5,500	1	3,400	3,300	3,400	3,300	1	3,400	3,300	1	3,400	3,300	1	3,400	3,300	1	3,400	3,300						
300	280	1	Br-Am. Tob. reg	280	300	280	1	64,100	63,500	64,100	63,500	1	64,100	63,500	1	64,100	63,500	1	64,100	63,500	1	64,100	63,500						
200	180	1	Bucyrus Coal	180	200	180	1	3,225	3,100	3,225	3,100	1	3,225	3,100	1	3,225	3,100	1	3,225	3,100	1	3,225	3,100						
4,200	4,000	1	Car Light & Pow	4,000	4,200	4,000	1	2,165	2,100	2,165	2,100	1	2,165	2,100	1	2,165	2,100	1	2,165	2,100	1	2,165	2,100						
1,500	1,400	1	Conley Tin Foli.	1,400	1,500	1,400	1	9,680	9,500	9,680	9,500	1	9,680	9,500	1	9,680	9,500	1	9,680	9,500	1	9,680	9,500						
8,500	8,000	1	Durant Mfg. w. i.	8,000	8,500	8,000	1	24,400	24,000	24,400	24,000	1	24,400	24,000	1	24,400	24,000	1	24,400	24,000	1	24,400	24,000						
100	90	1	Continental Motors	90	100	90	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
1,300	1,200	1	Chicago Nipple	1,200	1,300	1,200	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
150	140	1	Emp. F. Cp. S. D.	140	150	140	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
1,300	1,200	1	Empire T. & S. I.	1,200	1,300	1,200	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
3,800	3,600	1	Farrell Coal	3,600	3,800	3,600	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
2,000	1,900	1	Garland S. S.	1,900	2,000	1,900	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
300	280	1	Federal Tin	280	300	280	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
140	130	1	Gillette Saf. Razor	130	140	130	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
470	470	1	Gold Street Tire pf.	470	470	470	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
750	750	1	Hall Signal	750	750	750	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
200	180	1	Haynes Knit. pf.	180	200	180	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
200	180	1	Haynes Knit. A. 154	180	200	180	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
200	180	1	Haynes Knit. B. 15	180	200	180	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
1,700	1,600	1	Hercules Paper	1,600	1,700	1,600	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
7,600	7,400	1	Heyden Chemica	7,400	7,600	7,400	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
300	280	1	Indian Packing	280	300	280	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
1,600	1,500	1	Int. Cult. Co. pf.	1,500	1,600	1,500	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
2,700	2,600	1	I. T. of G. B. & I.	2,600	2,700	2,600	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
17,000	16,000	1	Intercont. Rub.	16,000	17,000	16,000	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
50	40	1	Internat. Prod.	40	50	40	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
400	380	1	Int. Trade Mark	380	400	380	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
100	90	1	Lehigh C. S. 72	90	100	90	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
3,700	3,600	1	Kay County Gas	3,600	3,700	3,600	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
500	480	1	Lib. McN. & Lib. 12	480	500	480	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
1,300	1,200	1	Lima Loco	1,200	1,300	1,200	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
2,300	2,200	1	Maxwell Chal. (B)	2,200	2,300	2,200	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
4,200	4,000	1	Motor Motors	4,000	4,200	4,000	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
200	180	1	Natl. Leather	180	200	180	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
4,300	4,200	1	Natl. S. & P.	4,200	4,300	4,200	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
2,200	2,100	1	Perfection Tire	2,100	2,200	2,100	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
5,450	5,300	1	P. S. C. & R.S.Co.	5,300	5,450	5,300	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
4,650	4,500	1	P.S.C. & R.S.Co.	4,500	4,650	4,500	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
400	380	1	Pyrene Mfg.	380	400	380	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
400	380	1	Peerless Motors	380	400	380	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
13,000	12,500	1	Radio Co.	12,500	13,000	12,500	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
13,000	12,500	1	Radio Co.	12,500	13,000	12,500	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
1,000	950	1	Republic Rubber	950	1,000	950	1	100	95	100	95	1	100	95	1	100	95	1	100	95	1	100	95						
400	380	1	Roy Motors	380	400	380	1	100	95	10																			

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Bonds

UNITED STATES AND TERRITORIES

	Bid	Offered		Bid	Offered
U. S. reg., 1930.....	100 1/2	100	C. F. Childs & Co., 120 Broadway.	Rector 6731.	
Do coupon, 1930.....	100 1/2	100	C. F. Childs & Co., 120 Broadway.	Rector 6731.	
U. S. 4s, reg., 1925.....	103 1/2	103 1/2	C. F. Childs & Co., 120 Broadway.	Rector 6731.	
Do coupon, 1925.....	103 1/2	103 1/2	C. F. Childs & Co., 120 Broadway.	Rector 6731.	
U. S. conversion 3s, 1961.....	80	80	C. F. Childs & Co., 120 Broadway.	Rector 6731.	
Pan. Canal 2s, reg., 1936-38.....	99	100	C. F. Childs & Co., 120 Broadway.	Rector 6731.	
Do coupon, 1936-38.....	99	100	C. F. Childs & Co., 120 Broadway.	Rector 6731.	
Panama 3s, reg., 1961.....	79	82	C. F. Childs & Co., 120 Broadway.	Rector 6731.	
Do coupon.....	79	82	C. F. Childs & Co., 120 Broadway.	Rector 6731.	

Bonds

INDUSTRIAL AND MISCELLANEOUS

Amer. Tel. & Tel. 4s, 1936.....	65	65	Joseph Gilman, 34 Pine St., New York City.	John 5691.	
Armstrong Cork 7s, 1931.....	97 1/2	98 1/2	J. H. Holmes & Co., 61 Broadway.	Bowling Green 6480.	
Bell Tel. of Canada 5s, 1925.....	79	83	Joseph Gilman, 34 Pine St., New York City.	John 5691.	
Bell Tel. of Canada 7s, 1925.....	94	97	Joseph Gilman, 34 Pine St., New York City.	John 5691.	
Bretting Iron 7s, 27.....	75	80	A. F. Ingold & Co., 71 Broadway.	Rector 3991.	
Canadian Car & Ferry, 30.....	80	81	A. F. Ingold & Co., 71 Broadway.	Rector 3991.	
Carbon Steel Co. Com.....	32	35	J. H. Holmes & Co., 61 Broadway.	Bowling Green 6480.	
Consolidation Coal 5s.....	50	73 1/2	Dunham & Co., 43 Exchange Place.	Hanover 8300.	
Central District Tel. 1st 5s, 1943.....	85	85	Joseph Gilman, 34 Pine St., New York City.	John 5691.	
Ches. & Pot. Tel. of Va. 5s, 1943.....	70	70	Joseph Gilman, 34 Pine St., New York City.	John 5691.	
Commercial Cable Co. 4s, 2307.....	60 1/2	60 1/2	Dunham & Co., 43 Exchange Place.	Hanover 8300.	
Cons. T. of Hazleton, Pa. 5s, 33.....	50	50	Dunham & Co., 43 Exchange Place.	Hanover 8300.	
Cons. T. of H'ton, Pa. Inc. 5s, '33.....	17 1/2	25 1/2	Dunham & Co., 43 Exchange Place.	Hanover 8300.	
Cuban Tel. 1st 5s, 1951.....	56 1/2	62 1/2	Dunham & Co., 43 Exchange Place.	Hanover 8300.	
Heinz Co. 7s, 1930.....	96 1/2	97 1/2	J. H. Holmes & Co., 61 Broadway.	Bowling Green 6480.	
Home T. & T. of Spokane 5s, '36.....	68	75	Dunham & Co., 43 Exchange Place.	Hanover 8300.	
Hershey Chocolate 7s, 1930.....	92 1/2	94 1/2	J. H. Holmes & Co., 61 Broadway.	Bowling Green 6480.	
Jones & Laughlin Steel 5s, 1939.....	80 1/2	91	J. H. Holmes & Co., 61 Broadway.	Bowling Green 6480.	
Kan. City Home Tel. 1st 5s, 1923.....	86	92	J. H. Holmes & Co., 61 Broadway.	Bowling Green 6480.	
Kan. City L. Dist. Tel. 5s, 1925.....	75	75	J. H. Holmes & Co., 61 Broadway.	Bowling Green 6480.	
Loco. & Ma. of Montreal 4s, '24.....	83 1/2	84	J. H. Holmes & Co., 61 Broadway.	Bowling Green 6480.	
Michigan State Tel. 1st 5s, 1924.....	85	85	J. H. Holmes & Co., 61 Broadway.	Bowling Green 6480.	
Marquette Iron 7s, 1927.....	75	80	A. F. Ingold & Co., 71 Broadway.	Rector 3991.	
New Eng. Tel. & Tel. 5s, 1932.....	82	82	A. F. Ingold & Co., 71 Broadway.	Rector 3991.	
Northwestern Tel. 4 1/2s, 1934.....	70	70	A. F. Ingold & Co., 71 Broadway.	Rector 3991.	
Ohio State Tel. 5s, 1944.....	72	80	A. F. Ingold & Co., 71 Broadway.	Rector 3991.	
Peninsula Tel. 1st 6s, '31, Ser. B.....	80	87	A. F. Ingold & Co., 71 Broadway.	Rector 3991.	
Peninsula Tel. 1st 6s, '45, Ser. A.....	80	82	A. F. Ingold & Co., 71 Broadway.	Rector 3991.	
Porto Rico Tel. 6s, 1944.....	80	82	A. F. Ingold & Co., 71 Broadway.	Rector 3991.	
South Bend Home Tel. 1st 6s, '32.....	70	84	A. F. Ingold & Co., 71 Broadway.	Rector 3991.	
Southern New Eng. Tel. 5s, 1948.....	95	97	A. F. Ingold & Co., 71 Broadway.	Rector 3991.	
Western Bell T. conv. 7s, 1925.....	96	97	A. F. Ingold & Co., 71 Broadway.	Rector 3991.	
Union Steel Co. 5s, 1952.....	80	100 1/2	J. H. Holmes & Co., 61 Broadway.	Bowling Green 6480.	
U. S. Steel 1st 5s, 1951.....	85	88	J. H. Holmes & Co., 61 Broadway.	Bowling Green 6480.	

PUBLIC UTILITIES

	Bid	Offered		
Ad'l Elec. P. Corp 1st 5s, '62.....	78	80	Pynchon & Co., 111 Broadway.	Rector 813.
Adirondack P. & L. 1st 6s, 1950.....	84	85	Pynchon & Co., 111 Broadway.	Rector 813.
Alabama Power Co. 1st 5s, 1946.....	78	80	Pynchon & Co., 111 Broadway.	Rector 813.
American Cities 5-6 coll. tr., '19.....	35	41	Pynchon & Co., 111 Broadway.	Rector 813.
Am. L. & T. Co. 6% notes, '25.....	80	91	Pynchon & Co., 111 Broadway.	Rector 813.
Am. P. & L. Co. 6% notes, '21.....	92	97	Pynchon & Co., 111 Broadway.	Rector 813.
Am. Power & Light Co., Series A, deb. 6s, 2016.....	71	72 1/2	Pynchon & Co., 111 Broadway.	Rector 813.
Anheuser P. L. Co. 1st 5s, '42.....	74	78	Pynchon & Co., 111 Broadway.	Rector 813.
Beloit W. G. & L. 1st 5s, '37.....	77	83	Pynchon & Co., 111 Broadway.	Rector 813.
Bloomington, Decatur & Cham- paign Ry. Co. 1st ref. 5s, 1940.....	50	55	Pynchon & Co., 111 Broadway.	Rector 813.
Brooklyn Ed. Co., Ser. A, Inc. gen. 5s, 1949.....	78	81	Pynchon & Co., 111 Broadway.	Rector 813.
Brooklyn Ed. Co., Ser. B 5s, '30.....	88 1/2	90	Pynchon & Co., 111 Broadway.	Rector 813.
Brooklyn Ed. Co., col. tr., Ser. C, 7s, 1930.....	96	97 1/2	Pynchon & Co., 111 Broadway.	Rector 813.
Burl. G. & L. Co. 1st 5s, 1955.....	60	W.O.	Pynchon & Co., 111 Broadway.	Rector 813.
Burl. Ry. & L. Co. 1st 5s, 1932.....	50	87	Pynchon & Co., 111 Broadway.	Rector 813.
Butte E. & P. Co. 1st 5s, '51.....	84	86	Pynchon & Co., 111 Broadway.	Rector 813.
Carolina P. & L. Co. 1st 5s, '38.....	76	79	Pynchon & Co., 111 Broadway.	Rector 813.
C. Rap. M. & P. Co. 1st 5s, '53.....	77 1/2	78 1/2	Pynchon & Co., 111 Broadway.	Rector 813.
Central St. El. Corp. 5% n., '22.....	89	91	Pynchon & Co., 111 Broadway.	Rector 813.
Clev. El. III. Co. 1st 7s, 1935.....	98 1/2	100 1/2	Pynchon & Co., 111 Broadway.	Rector 813.
Cities Service 7% deb. Ser. B.....	127	133	H. L. Doherty & Co., 60 Wall St.	Hanover 10060.
Do Ser. C.....	94 1/2	96 1/2	H. L. Doherty & Co., 60 Wall St.	Hanover 10060.
Do Ser. D.....	84	86	H. L. Doherty & Co., 60 Wall St.	Hanover 10060.
Cleves, El. III. Co. 1st 5s, 1939.....	84 1/2	85 1/2	Pynchon & Co., 111 Broadway.	Rector 813.
Col. St. Ry. Co. 1st cons. 5s, '32.....	60	W.O.	Pynchon & Co., 111 Broadway.	Rector 813.
Con. C. L. P. & T. Co. 1st 5s, '62.....	60 1/2	62 1/2	Pynchon & Co., 111 Broadway.	Rector 813.
Consumers Pow. Co. 1st 5s, '36.....	80	81 1/2	Pynchon & Co., 111 Broadway.	Rector 813.
Dallas P. & L. Co. 1st 6s, '49.....	88	89 1/2	Pynchon & Co., 111 Broadway.	Rector 813.
D. U. & C. Ry. Co. 1st 5s, '23.....	79	82	Pynchon & Co., 111 Broadway.	Rector 813.
Economy L. & P. Co. 1st 5s, f. 5s, 1956.....	80	90	Pynchon & Co., 111 Broadway.	Rector 813.
Elmer Dev. Co. 1st 5s, 1933.....	81	84	Pynchon & Co., 111 Broadway.	Rector 813.
Elm. Water, Light & Ry. Co. 1st 5s, 1956.....	72	76	Pynchon & Co., 111 Broadway.	Rector 813.
Emp. G. & F. 1st col. 6s, '26.....	94	97	H. L. Doherty & Co., 60 Wall St.	Hanover 10060.
Do 8% conv. notes, 1924.....	95	98	H. L. Doherty & Co., 60 Wall St.	Hanover 10060.
Et. Worth P. & L. 1st 5s, '31.....	81	83	Pynchon & Co., 111 Broadway.	Rector 813.
Et. Hous. Ry. 1st 5s, '54.....	60	75	Pynchon & Co., 111 Broadway.	Rector 813.
Great Western P. 1st 5s, '46.....	79	81	Pynchon & Co., 111 Broadway.	Rector 813.
Habirshaw Electric 7s, 1935.....	87	92	A. F. Ingold & Co., 71 Broadway.	Rector 3991.
Helena L. & Ry. 5s, 1925.....	58	58	Dunham & Co., 43 Exchange Place.	Hanover 8300.
Houston Elec. Co. 1st 5s, 1925.....	84	89	Pynchon & Co., 111 Broadway.	Rector 813.
Houston Light & Pow. 5s, 1921.....	79	82	Pynchon & Co., 111 Broadway.	Rector 813.
Hydr. P. Co. ref. & imp. 5s, '37.....	80	82	Pynchon & Co., 111 Broadway.	Rector 813.
Idaho Power Co. 1st 5s, 1947.....	79	81	Pynchon & Co., 111 Broadway.	Rector 813.
Indianapolis Gas Co. 1st 5s, '32.....	74	77	Pynchon & Co., 111 Broadway.	Rector 813.
Indianapolis Northern 5s, 1932.....	40	40	M. E. Wolfe & Co., 41 Broad St.	Broad 6025.
Kan. C. Ter. Ry. 1st 4s, 1929.....	72	72	Dunham & Co., 43 Exchange Place.	Hanover 8300.
Knoxville Ry. & Light Co. ref. & ext. 5s, 1946.....	58	65	Pynchon & Co., 111 Broadway.	Rector 813.
Knoxville Trac. Co. 1st 5s, '38.....	80	83	Pynchon & Co., 111 Broadway.	Rector 813.
Laclede Gas Light Co. 1st ref 7s, 1929.....	91	95	Pynchon & Co., 111 Broadway.	Tel. Rector 813.
Lake Shore Elec. Ry. Co. 1st cons. 5s, 1923.....	60	W.O.	Pynchon & Co., 111 Broadway.	Tel. Rector 813.
Do gen. 5s, 1933.....	47	52	Pynchon & Co., 111 Broadway.	Tel. Rector 813.
Laurel P. & L. Co. 1st 5s, '46.....	79 1/2	80 1/2	Pynchon & Co., 111 Broadway.	Tel. Rector 813.
L. & N. St. Louis Div. 2d 5s, '80.....	53 1/2	53 1/2	Dunham & Co., 43 Exchange Pl.	Tel. Hanover 8300.
Louisville & Jeffersonville Bridge Co. 1st 4s, 1945.....	96	97	Dunham & Co., 43 Exchange Place.	Hanover 8300.
Los Angeles Ry. Corp. 1st and ref. 5s, 1940.....	59	61	Pynchon & Co., 111 Broadway.	Tel. Rector 813.
Madison River Power Co. 1st 5s, 1935.....	84	85 1/2	Dunham & Co., 43 Exchange Place.	Hanover 8300.
Do 1st 5s, 1935.....	84	85 1/2	Pynchon & Co., 111 Broadway.	Tel. Rector 813.
Mason City & Clear Lake Ry. Co. gen. 6s, 1932.....	75	82	Pynchon & Co., 111 Broadway.	Tel. Rector 813.
Memphis St. Ry. Co. 1st 5s, '45.....	56	60	Pynchon & Co., 111 Broadway.	Tel. Rector 813.
Merchant H. & L. Co. ref. 5s, '22.....	86	89	Pynchon & Co., 111 Broadway.	Tel. Rector 813.
Michigan Un. Ry. Co. 1st 5s, '36.....	37	39	Pynchon & Co., 111 Broadway.	Tel. Rector 813.
Mill. Elec. Ry. & L. Co. 1st 5s, '36.....	91	W.O.	Pynchon & Co., 111 Broadway.	Tel. Rector 813.
Do ref. & ext. 4 1/2s, 1931.....	72	75	Pynchon & Co., 111 Broadway.	Tel. Rector 813.
Do gen. ref. 5s, 1951.....	65	68	Pynchon & Co., 111 Broadway.	Tel. Rector 813.
Mill. Light, Heat & Trac. 5s, 1929.....	77	81	Pynchon & Co., 111 Broadway.	Tel. Rector 813.
Min. St. Ry. & St. P. C. Ry. Joint cons. 5s, 1928.....	75	79	Pynchon & Co., 111 Broadway.	Tel. Rector 813.
Miss. Ry. Power Co. 1st 5s, 1951.....	77 1/2	78 1/2	Pynchon & Co., 111 Broadway.	Tel. Rector 813.
Do 5s, 1951.....	77 1/2	78 1/2	A. F. Ingold, 71 Broadway.	Tel. Rector 3991.
Miss. Valley G. & E. Co. col. tr. 5s, 1922.....	84	89	Pynchon & Co., 111 Broadway.	Tel. Rector 813.
Mont. L. H. & P. Co. 1st col. n. 4 1/2s, 1932.....	79	81	Pynchon & Co., 111 Broadway.	Tel. Rector 813.
Do 5s, 1932.....	79	81	Pynchon & Co., 111 Broadway.	Tel. Rector 813.
Mont. Tramways 1st & ref. 5s, '41.....	71	73	Pynchon & Co., 111 Broadway.	Tel. Rector 813.
Nashville Ry. & L. 1st 5s, 1953.....	75	80	Pynchon & Co., 111 Broadway.	Tel. Rector 813.
Natl. Con. & C. Co. 1st 6 1/2 n., '27.....	47	51	Pynchon & Co., 111 Broadway.	Tel. Rector 813.
Nevada Cal. P. Co. 1st 5s, '27.....	84	84	Pynchon & Co., 111 Broadway.	Tel. Rector 813.
New Eng. Ry. Co. 1st 5s, 1951.....	81	84	Pynchon & Co., 111 Broadway.	Tel. Rector 813.
New Jersey Steamboat 5s, 1921.....	78	82	A. F. Ingold & Co., 71 Broadway.	Tel. Rector 3991.
New Orleans Ry. & L. Co. gen. 4 1/2s, 1935.....	50	53	Pynchon & Co., 111 Broadway.	Tel. Rector 813.
New York P. & O. 4 1/2s, 1935.....	79 1/2	79 1/2	Dunham & Co., 43 Exchange Place.	Hanover 8300.
Niagara & Erie Power Co. 5s, '41.....	80	82	Pynchon & Co., 111 Broadway.	Tel. Rector 813.
Niag. Lock. & Ont. ref. 6s, '58.....	80	83	Pynchon & Co., 111 Broadway.	Tel. Rector 813.
Norfolk & Ports. T. Co. 1st 5s, '36.....	72	76	Pynchon & Co., 111 Broadway.	Tel. Rector 813.
Northern Elec. 1st 5s, 1939.....	72	76	Pynchon & Co., 111 Broadway.	Tel. Rector 813.
Nor. Ont. L. & P. 1st 5s, '31.....	65	66 1/2	A. F. Ingold & Co., 71 Broadway.	Tel. Rector 3991.
Do 6s, 1931.....	65	66	A. F. Ingold & Co., 71 Broadway.	Tel. Rector 3991.

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	Bid	Offered			
Nor. States Pr. Co. 1st & ref. 5a	77 1/2	79	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
N. W. Elev. Ry. 1st 5a, 1941.	54	58	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
N. S. Tr. m. & P. Co. 1st 5a, '46	60	65	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
O. & C. B. Ry. & B. 1st con. 5a, '28	70 1/2	72	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
Ontario Pr. Co. 1st 5a, 1943.	79	80	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
Oregon & C. H. 1st 5a, 1927.	89	90	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
Pac. Pr. & L. Co. 1st 5a, 1930.	76 1/2	79	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
Pa., Ohio Pr. & L. 1st 7 1/2a, '40	93 1/2	95	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
Portland Gas & Coke 1st 5a, '40	74	78	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
Public Service of N. J. 7 1/2a, '22	87 1/2	89	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
Puget Sound Elec. Ry. 5a, 1932.	57	57	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
Rio de Janeiro Tram. L. & P. 1st 5a, 1935.	68	69	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
Do 5a, 1935.	68	69	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
Rockford E. Co. 1st & ref. 5a, '39	74	81	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
Salmon Riv. Pr. Co. 1st 5a, '32	78	79 1/2	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
Seattle Elec. 1st 5a, 1930.	83	86	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
Do 5a, 1929.	70	81	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
Seattle Everett 1st 5a, 1930.	65	75	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
Seattle Lighting 5a, 1940.	63	67	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
Sh. whigan W. & P. Co. 1st con. 5a, 1934.	87	88 1/2	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
Do 5 1/2a, 1950.	85	86	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
Do 5 1/2a, 1950.	85 1/2	86 1/2	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
South. Cal. Edison gen. 5a, 1939.	83	84 1/2	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
Do 5a, 1941.	87	88 1/2	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
Do gen. & ref. 5a, 1941.	87 1/2	89	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
South. Wis. Pow. Co. 1st 5a, '38	62	66	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
Tex. s. Pr. & L. 1st 5a, 1937.	77 1/2	79	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
Tri-City Ry. & L. Co. 1st 5a, '25	90	92	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
Do 1st & ref. 5a, 1930.	72	75	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
Twin S. G. & E. 1st & ref. 5a, '53	57	63	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
Un. Elec. L. & P. Co. cv. deb. 7a, '23	94	97	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
United L. & Ry. Co. 1st 5a, '32	73	75	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
Wash.-Idaho W. L. F. Co. 1st 5a, '34	55	65	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
Wisconsin Edison 6a, conv. d. '24	97 1/2	98 1/2	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
Wisconsin Elec. Pr. 7 1/2a, 1945.	97 1/2	98 1/2	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	
Wisconsin River Pow. 1st 5a, '41	63	67	Pynchon & Co., 111 Broadway.	Tel. Rector 813.	

RAILROADS

	Bid	Offered			
Butte, An. & Pac. 5a, 1931.	72 1/2	75	Dunham & Co., 43 Exchange Place.	Hanover 8300.	
Chicago & Erie 1st 5a, 1932.	79	80	Dunham & Co., 43 Exchange Place.	Hanover 8300.	
Cleve., Akron & Co. 5a, 1927.	91	91	Dunham & Co., 43 Exchange Place.	Hanover 8300.	
Denver & Rio Gr. Imp. 5a, 1927.	68	70	Dunham & Co., 43 Exchange Place.	Hanover 8300.	
Des M. & Ft. Dodge 4a, 1935.	40	42	A. F. Ingold & Co., 71 Broadway.	Rector 3991.	
Gr. Nor. Ry. of Can. 4a, 1934.	65	66	A. F. Ingold & Co., 71 Broadway.	Rector 3991.	

Stocks

INDUSTRIAL AND MISCELLANEOUS

	Bid	Offered			
Aluminum Mfg., Inc., 7a.	80	85	Pynchon & Co., 111 Broadway.	Rector 813.	
Amalgamated Leather Co. 7a.	30	30	Pynchon & Co., 111 Broadway.	Rector 813.	
American Chic. Co. 8a.	58	64	Pynchon & Co., 111 Broadway.	Rector 813.	
American Radiator Co. 7a.	110	125	Pynchon & Co., 111 Broadway.	Rector 813.	
American Rolling Mills 7a.	94	98	Pynchon & Co., 111 Broadway.	Rector 813.	
American Tel. & Cable.	50	60	Joseph Gilman, 34 Pine St. John 5691.		
Atlantic Lobos.	21	21	Dunham & Co., 43 Exchange Place.	Hanover 8300.	
American Type Foundry Co. 7a.	80	83	Pynchon & Co., 111 Broadway.	Rector 813.	
American Wholesale Co. 7a.	93	97	Pynchon & Co., 111 Broadway.	Rector 813.	
Atlas Portland Cement Co. 8a.	96	102	Pynchon & Co., 111 Broadway.	Rector 813.	
Barnhart Bros. & Spindler 1st 7a	77	81	Pynchon & Co., 111 Broadway.	Rector 813.	
Borden Condensed Milk Co. 8a.	88	91	Pynchon & Co., 111 Broadway.	Rector 813.	
Borden Co., pf.	89	91	Pynchon & Co., 111 Broadway.	Rector 813.	
Brighton Mills Class A 7a.	85	85	R. S. Dodge & Co., 4 Broadway.	Rector 6810.	
Brunswick-Balke-Collender 7a.	88	88	Pynchon & Co., 111 Broadway.	Rector 813.	
Bucyrus Co. 7a.	85	90	Pynchon & Co., 111 Broadway.	Rector 813.	
Calumet Co. 7a.	92	92	Pynchon & Co., 111 Broadway.	Rector 813.	
Cleveland Automobile Co. 8a.	75	85	Pynchon & Co., 111 Broadway.	Rector 813.	
Commercial Union Tel. (N. Y.).	16	16	Joseph Gilman, 34 Pine St. John 5691.		
Continental Motors Co. 7a.	75	80	Pynchon & Co., 111 Broadway.	Rector 813.	
Continental Motors Co. 7a.	90	95	Pynchon & Co., 111 Broadway.	Rector 813.	
Curless Aeroplane Co. 7a.	15	23	Pynchon & Co., 111 Broadway.	Rector 813.	
Dictograph Products Co. 8a.	50	57	Pynchon & Co., 111 Broadway.	Rector 813.	
Eddy Manufacturing Co. 7a.	92	97	Pynchon & Co., 111 Broadway.	Rector 813.	
Eldredge & Co. 7a.	100	100	Kohler, Bremer & Co., 32 Broadway.	Broad 6916.	
Electric Storage Battery Co. 7a.	90	90	Pynchon & Co., 111 Broadway.	Rector 813.	
F. G. Budd Mfg. Co. 8a.	77	83	Pynchon & Co., 111 Broadway.	Rector 813.	
Elasmann Magneto Co. 7a.	77	80	Pynchon & Co., 111 Broadway.	Rector 813.	
Farrell, Wm. & Son, 7a.	65	75	Pynchon & Co., 111 Broadway.	Rector 813.	
Firestone Tire & Rubber Co. 7a.	77	83	Pynchon & Co., 111 Broadway.	Rector 813.	
Flint Rubber Co. 7a.	77	83	Pynchon & Co., 111 Broadway.	Rector 813.	
Fisher Body Ohio Co. 8a.	65	70	Pynchon & Co., 111 Broadway.	Rector 813.	
Fisher Body Ohio pf.	65	72	Seasongood, Haas & McDonald, 60 B'way.	Bowl. G. 4160.	
Frick-Heid Supply Co. 8a.	90	100	Pynchon & Co., 111 Broadway.	Rector 813.	
Goodrich Sugar Co. 7a.	70	75	Pynchon & Co., 111 Broadway.	Rector 813.	
Gold & Sock Tel.	95	101	Joseph Gilman, 34 Pine St. John 5691.		
Goodyear Tire & Rubber Co. 7a.	44	48	Pynchon & Co., 111 Broadway.	Rector 813.	
Graton & Knight Mfg. Co. 7a.	80	85	Pynchon & Co., 111 Broadway.	Rector 813.	
Great Atlantic & P. 1st 7a 7a.	94	99	Pynchon & Co., 111 Broadway.	Rector 813.	
Great Western Sugar Co. 7a.	98	104	Pynchon & Co., 111 Broadway.	Rector 813.	
Griffin Wheel Co. 7a.	75	85	Pynchon & Co., 111 Broadway.	Rector 813.	
Holly Sugar Co. 7a.	92	85	Pynchon & Co., 111 Broadway.	Rector 813.	
Hydraulic Steel Co. conv. 7a.	88	80	Pynchon & Co., 111 Broadway.	Rector 813.	
Hupp Motors Co. conv. 7a.	88	95	Pynchon & Co., 111 Broadway.	Rector 813.	
Indiana & Illinois Co. 1 Co. 7a.	60	60	Pynchon & Co., 111 Broadway.	Rector 813.	
Kolls-Springfield Motor Truck 8a	62	72	Pynchon & Co., 111 Broadway.	Rector 813.	
Libby-Owen Sheet Glass Co. 7a.	96	100	Pynchon & Co., 111 Broadway.	Rector 813.	
Lima Locomotive Co. conv. 7a.	88	93	Pynchon & Co., 111 Broadway.	Rector 813.	
Marquette Iron com.	20	20	A. F. Ingold & Co., 71 Broadway.	Rector 3991.	
Metropolitan 5-50c. Stores com.	58	60	Kohler, Bremer & Co., 32 Broadway.	N. Y. C. Broad 6910.	
Metropolitan 5-50c. Stores pf.	58	60	Kohler, Bremer & Co., 32 Broadway.	N. Y. C. Broad 6910.	
Metropolitan 5-50c. Stores v. B. C.	28	32	Kohler, Bremer & Co., 32 Broadway.	N. Y. C. Broad 6910.	
Merek & Co. 8a.	85	88	Pynchon & Co., 111 Broadway.	Rector 813.	
Moline Plow Co. 1st 7a.	40	40	Pynchon & Co., 111 Broadway.	Rector 813.	
Montgomery Ward Co. 7a.	84	90	Joseph Gilman, 34 Pine St. N. Y. C. John 5691.		
Mountain States Tel. & Tel.	84	90	Joseph Gilman, 34 Pine St. N. Y. C. John 5691.		
New England Fuel Oil.	12	18	A. F. Ingold & Co., 71 Broadway.	Rector 3991.	
North American Tel.	38	40	Joseph Gilman, 34 Pine St. N. Y. C. John 5691.		
Northwestern Tel. Co.	38	40	Joseph Gilman, 34 Pine St. N. Y. C. John 5691.		
Otis Elevator Co. 6a.	80	86	Pynchon & Co., 111 Broadway.	Rector 813.	
Otis Elevator Co. 6a.	80	86	Pynchon & Co., 111 Broadway.	Rector 813.	
Peckard Motor Car Co. 7a.	68	72	Pynchon & Co., 111 Broadway.	Rector 813.	
Palmer-Detroit Motor Co. 7a.	68	72	Pynchon & Co., 111 Broadway.	Rector 813.	
Pacific & Atlantic Tel.	10	15	Joseph Gilman, 34 Pine St. N. Y. C. John 5691.		
Peters Home Building.	100	110	Kohler, Bremer & Co., 32 Broadway.	Broad 6910.	
Penn. Coal & Coke com.	58	60	Joseph Gilman, 34 Pine St. N. Y. C. John 5691.		
Peninsula Tel.	58	60	Joseph Gilman, 34 Pine St. N. Y. C. John 5691.		
Porto Rico Tel. com.	40	40	Joseph Gilman, 34 Pine St. N. Y. C. John 5691.		
Porto Rico Tel. pf.	80	80	Joseph Gilman, 34 Pine St. N. Y. C. John 5691.		
Procter & Gamble Co. 7a.	97	100	Pynchon & Co., 111 Broadway.	Rector 813.	
Procter & Gamble Co. 8a.	120	135	Pynchon & Co., 111 Broadway.	Rector 813.	
Quaker Oats Co. 6a.	89	93	Pynchon & Co., 111 Broadway.	Rector 813.	
Ranger Gulf & Oil.	12	14	Kohler, Bremer & Co., 32 Broadway.	N. Y. C. Broad 6910.	
Rauch & Lang units.	50	55	Kohler, Bremer & Co., 32 Broadway.	N. Y. C. Broad 6910.	
Reis, Robert Co.	77	82	Pynchon & Co., 111 Broadway.	Rector 813.	
Republic Motor Truck Co.	68	73	Pynchon & Co., 111 Broadway.	Rector 813.	
Rolls-Royce Co.	50	56	Pynchon & Co., 111 Broadway.	Rector 813.	
Royal Baking Powder.	81	84	Pynchon & Co., 111 Broadway.	Rector 813.	
Savannah Sugar Refining Co.	48	53	Pynchon & Co., 111 Broadway.	Rector 813.	
Steel & Tube Co. of America.	80	83	Pynchon & Co., 111 Broadway.	Rector 813.	
Standard Paint Co.	57	60	Dunham & Co., 43 Exchange Place.	Hanover 8300.	
Standard Cap & Seal pf.	60	60	Kohler, Bremer & Co., 32 Broadway.	N. Y. C. Broad 6910.	
L. R. Steel units.	135	155	Kohler, Bremer & Co., 32 Broadway.	N. Y. C. Broad 6910.	
Stevens-Duryea units.	112	112	Kohler, Bremer & Co., 32 Broadway.	N. Y. C. Broad 6910.	
Stevens-Duryea pf.	73	78	Kohler, Bremer & Co., 32 Broadway.	N. Y. C. Broad 6910.	
Thompson, J. R. Co.	100	115	Pynchon & Co., 111 Broadway.	Rector 813.	
Tidewater Oil Co. com. stock re-	150	165	Seasongood, Haas & MacDonald, 60 B'way.	B. G. 4160.	
ceipts, 25% paid.	150	165	Kohler, Bremer & Co., 32 Broadway.	N. Y. C. Broad 6910.	
U. S. Automotive units.	205	215	Kohler, Bremer & Co., 32 Broadway.	N. Y. C. Broad 6910.	
U. S. Mortgage units.	205	215	Kohler, Bremer & Co., 32 Broadway.	N. Y. C. Broad 6910.	
U. S. Metal Cap & Seal.	14	14 1/2	Kohler, Bremer & Co., 32 Broadway.	N. Y. C. Broad 6910.	
U. S. Worsteds Co.	23	27	Pynchon & Co., 111 Broadway.	Rector 813.	
Van Ralite Co., Inc.	60	70	Pynchon & Co., 111 Broadway.	Rector 813.	
Welch Grape Juice Co.	90	95	Pynchon & Co., 111 Broadway.	Rector 813.	
Willis Corp.	17	18 1/2	Pynchon & Co., 111 Broadway.	Rector 813.	
Willis Corp. 1st pf.	17	18 1/2	A. F. Ingold, 71 Broadway.	Rector 3991.	
Willis Corp. 1st 8 per cent. pf.	17 1/2	18 1/2	R. S. Dodge & Co., 74 Broadway.	Rector 6810	
Willcox Oil & Gas.	4 1/2	5 1/2	Kohler, Bremer & Co., 32 Broadway.	N. Y. C. Broad 6910.	
Winchester Co.	77	82	Pynchon & Co., 111 Broadway.	Rector 813.	
Winnabow Mills.	92	97	Pynchon & Co., 111 Broadway.	Rector 813.	
Wire Wheel of America Corp.	25	33	Pynchon & Co., 111 Broadway.	Rector 813.	

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The Taxation Problem

EXPERIENCE has taught that a taxation system based on temporary and abnormal conditions cannot justly be continued when those conditions have passed. An excess profits tax, for instance, will be adequately productive only so long as there are sufficient excess profits to tax.

While the exigencies of the war may have justified Congress in resorting to taxes as inequitable and as unsound as the present taxes on profits and income, such taxes should not be continued during the critical period of transition from a war to a peace basis, and Congress should lend a sympathetic ear to the demands of business for an early revision of existing tax laws. New tax measures must be devised which will more equitably spread the burden and assure adequate revenue.

But until there is revision of our taxes, it is advisable for every tax-payer to be well informed regarding our Federal

and State tax laws. And as a cooperative service to the public in general, as well as to its customers and depositors, this Company has issued the following booklets, which it will be pleased to send you:

Federal Taxes on Income and Profits;

Tax on Personal Incomes—State of New York;

Tax Exemptions on United States Government Liberty Loan Issues;

Federal Stamp Taxes on Drafts, Checks, and Promissory Notes;

New York State Franchise Tax on Business Corporations;

Due Dates for Returns and Payments of Federal and New York State and City Taxes for 1921.

In addition we have for distribution at all of our offices the various forms required for Federal and New York State income tax returns. We shall also be pleased to give you desired information regarding the preparation of your return.

**Guaranty Trust Company
of New York**

Vexing Problem of Price Maintenance Still Unsettled

Continued from Page 207

tions that the manufacturer might see fit to impose.

The Court in its decision disposed of the agency aspect of the agreement by holding that it was clearly an agreement looking to sale and not to agency: "The so-called retail agents are not agents at all, but are contemplated purchasers who buy to sell again, that is, retail dealers." The implication is that the Court will not be restrained from looking into and condemning illegal practices when such practices are committed under the cloak of forms which are in themselves legal. In this case it is clear that the dominating principle from the point of view of the Court is the public interest, for the high point of the decision is this sentence: "The complainant, having sold his product at prices satisfactory to himself, the public is entitled to whatever advantage may be derived from competition in the subsequent traffic."

And later (April, 1917), when passing upon the "license notice" plan of price maintenance practiced by the Victor Talking Machine Company, the Supreme Court apparently went to great pains to ignore the outer aspects of the plan and to take cognizance only of "the substance and realities," declaring that: "If we look through the words and forms . . . to the substance and realities of the transaction contemplated, we shall discover . . ." &c. What the Court actually discovered was plain, old-fashioned price maintenance, which it forthwith proceeded to declare illegal.

During the last decade, in all cases involving price maintenance as a clear-cut issue, we have been led to believe by the judicial rulings that the Court was not only adverse to the various forms of price maintenance, but also to the very idea of price maintenance.

ILLEGAL METHODS SET FORTH

From the several rulings handed down one may conclude with assurance that the following methods of price control are illegal or unenforceable: (1) By notice of a fixed price attached to the commodity or its wrapper or printed thereon. (2) By special contract between manufacturer and dealer. (3) By any sort of license agreement whereby the dealer is technically classified as an agent, or whereby a sale is disguised as a consignment. (4) By conspiracy with jobbers or other dealers to withhold supplies from the offending price-cutter. (5) By the retention of rebates or the refusal of discounts upon the failure of the dealer to maintain prices. (6) By any type of conditional sale whereby the title of the goods would fail to pass to the dealer except upon recognition of price-maintenance stipulations.

No special privilege or powers relative to price control seem to reside in patentees or in the holders of copyrights. Apparently they are in the same category with respect to resale price-fixing as are the manufacturers or sales agents of proprietary or ordinary trade-marked commodities.

The above rulings were amplified and rigorously

executed by the Federal Trade Commission, and until June, 1919, the date of the Colgate decision, it seemed certain that no price-maintenance device could acquire legality except upon the enactment of new and special legislation. But, unfortunately, in the Colgate case the Government's charges were so constructed as to obscure the price-maintenance issue and to present as the chief question for adjudication the right of the manufacturer to refuse to sell goods to such dealers as failed to comply with the announced sales policies of the manufacturer.

The opinion in this case has, therefore, in the eyes of many, as above indicated, apparently operated to reopen the whole question of price maintenance and to render very uncertain the legality of the motive involved in the practice. Looking through the "words and forms" of a marketing plan, the central idea of which is refusal to sell to any one who fails to maintain a designated price or who sells to another who fails to maintain said price, one can hardly fail to recognize therein the familiar "substance and realities" of resale price maintenance.

The vexing problem of price maintenance, vexing because in laymen's eyes unsettled, is therefore still with us. One cannot say with certainty whether the fact of price maintenance continues on its own merits or whether it continues because protected from judicial anathema by the umbrella of the sacred right of an individual to do what he will with his own.

The sooner this element of doubt is eliminated the better off will be all factors concerned. If price maintenance is right, it should be not only open and aboveboard, but just as available for the small business as for the large. Admittedly, the law is not supposed to be cognizant of the mere size of a business unless monopoly is attained or attempted, but relative to the particular problem in hand we face the fact that every known method of attaining price maintenance has been declared illegal, excepting only the one method which is of value only to the larger interests. It is obvious that the refusal-to-sell weapon can be wielded effectively only by a powerful organization with a vigorous (and expensive) follow-up system and abundant advertising funds. The manufacturer's evidence above quoted is sufficiently corroborative of this.

POSITION OF THE WHOLESALER

Not only is such a situation unfair from the standpoint of the manufacturers as a class, in that only a limited number can avail themselves of it; it also holds no small degree of danger from the point of view of the distributors and of the public. Branded or specialty goods which constitute the class particularly subject to price-maintenance restrictions include the majority of grocery commodities, the majority of drugs and toilet articles, and very impressive proportions of readymade clothing, dress goods, shoes, hardware, jewelry and novelties.

In the light of these facts the refusal-to-sell form of price maintenance, as viewed from the distributor's angle, tends to put the distributor in the position of a mere agent as regards those goods emanating from price-maintenance manufacturers, which in general comprise roughly almost one-half his total sales. He would be an agent in the sense that he would be deprived of freedom of action in the sale of such goods. Yet in the matter of being responsible for the purchase price he would not be an agent, but an independent dealer. In other words, he would be a dealer in buying, but only an agent in selling.

To the enterprising dealer (jobber or retailer), to occupy such a position is repugnant in principle and dangerous in practice, regardless of whether he be classed as a price-cutter or not. To the extent that the price control is effective in respect to particular brands or widens out in its scope to embrace greater varieties of brands, to that same extent is the dealer restricted and cramped in his business policies. Readjustments to meet changing conditions such as confront him at present, or to cope with the numerous unforeseen contingencies always incidental to business, become increasingly difficult if not actually hopeless.

Furthermore, in considering the functional relationships of the dealers it should be borne in mind that as a class they furnish their own capital, assume the responsibilities of management, exercise independence of judgment in the selection and apportionment of stock, purchase their goods outright and pay the price therefor. Their businesses are distinctive entities and develop and possess a good-will of their own entirely separate and distinct from such good-will as issues from the manufacturer. They are indispensable to the manufacturers and to the economic organization as a whole. For these reasons, if for no other, it is difficult to believe in the soundness of the theory that the will of the manufacturer alone should be the one controlling force in the marketing of branded goods.

The wholesale trade in particular has good reason to regard with misgivings the present form of price maintenance; that is, the refusal-to-sell form. As indicated above, this sort of price maintenance can be made really effective only through a system of intimate contacts with the retailers. Such a system once established can with but little extra effort take over and perform the services of the wholesaler. In other words, an organization which has the reach and the power to control prices would in general also be able to distribute goods. Perhaps at no time within comparatively recent years has the producer-to-retailer movement been more pronounced than at present. Whether or not it eventually proves to be a flash in the pan, for the present it seems evident that the elimination of the jobber is being resorted to in many cases, not for greater economy or efficiency in selling, but for the greater effectiveness which it gives to price control.

Solvency of the Railroads Depends on Reduced Labor Costs

Continued from Page 204

road shops resulted in a sharp and lasting decrease in the efficiency of shop workers. Statistics prepared by the railroad executives show that in 1917 before Federal control was adopted, there were 302,828 workers employed in the shops. Last year, according to statistics from the same source, when the number of locomotives and cars to be maintained was only slightly greater than in 1917, there were 443,774 employees on the shop payrolls, an increase of 140,946, or 46½ per cent. In 1917 the 302,828 employees received \$317,897,549, while last year, after the advance in wages allowed by the United States Railroad Labor Board in July had gone into effect, the wages of the 443,774 men then employed on shop work were running at the rate of \$890,000,000 a year. This was an increase over the 1917 payroll of 180 per cent.

From statistics prepared for the Interstate Commerce Commission and the Railroad Administration it appears that in 1917 the roads employed 184,063 clerks and paid them \$189,009,506, while in 1920 238,693 clerks were on the payrolls for total wages estimated at \$399,300,000. Still another class of employees included in the national agreements is the maintenance of way workers, who numbered in 1917 approximately 350,000 and drew \$220,000,000 in pay. In 1920 376,000 maintenance of way employees were on the payrolls, and their estimated wage now or any time since the July wage increases would be at the rate of \$476,000,000.

It was the aim of railroad Labor leaders during Federal control to centralize their organizations in Washington, which was also the operating headquarters for the entire railroad system of the United States. The national agreements were the outcome of centralized railroad control. They imposed similar working conditions on various classes of railroad labor in all parts of the country regardless of climatic, topographical or other conditions which would make for unfairness in the administration of such rules. And it would now appear that many of the increased railroad payrolls have been padded additionally, due to the working conditions contained in the agreements. They were plainly not all due to the actual increases in wages allowed. And when it is remembered that these agreements contained in themselves provisions for their discontinuance at the end of Federal control it is not to be wondered at that the railroad managers are fighting to have them eliminated from the railroad problem.

A GREAT OPPORTUNITY

In the opinion of unbiased observers the United States Railroad Labor Board has a great opportunity before it, an opportunity to wipe out all of the frills and gingerbread which have been forced into the railroad schedules by many years of strike threats, and to put railway labor of all kinds on a

businesslike, economical and thrifty basis. Either the board can allow matters to drift along as they have been drifting since the roads were taken over by the President as a war emergency, yielding here a little and there a little, or it can grasp the situation firmly and fix railroad schedules as they should be for the economic good health of the United States.

As matters now stand railroad wages and working conditions are fixed by law or by a commission whose decision has the force of law. The law has laid an iron hand on the entire subject of labor and clamped it in a vise. This condition was realized to be unhealthy, and the Transportation act was an attempt to rectify it, but even though railroad rates may be raised to meet increased expenses there is nothing which can force the passenger to ride or the shipper to ship goods if he thinks that the tariff is too high.

And it would now appear that the only antidote for existing conditions will be the establishment of railroad labor schedules which will demand an honest day's work for an honest day's pay, and will allow for the progress of the better workman as the result of his own effort and not because of his seniority rights.

Of course the decision of the Labor Board on the question of national agreements is being awaited with a great deal of interest.

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